

American Artisan

Founded 1899

The Warm Air Heating and Sheet Metal Journal

Vol. 97, No. 22

CHICAGO, JUNE 8, 1929

\$2.00 Per Year

The BIGGEST selling Furnace Fan
on the market -

Recommended and sold by these reliable firms

BAKER-PAYNE-VOYE Co.
Boston, Mass.

THE BECKWITH CO.
Dowagiac, Mich.

CARR SUPPLY CO. Chicago, Ill.

DAYTON-HESSLER CO.
Sycamore, N. Y.

DEMMLER BROS. CO.
Pittsburgh, Pa.

FARRIS FURNACE CO.
Springfield, Ill.

C. L. FEATHERSTONE FUR-
NACE CO. Spokane, Wash.

FOLLANSBEE BROTHERS CO.,
Pittsburgh, Rochester, Cincinnati,
Memphis, Detroit, Indianapolis,
Milwaukee, Louisville.

FLORAL CITY HEATER CO.
Monroe, Mich.

FOX FURNACE CO. Elyria, Ohio

HEATING & SUPPLY CO.
Pittsburgh, Pa.

HENRY FURNACE & FOUNDRY
CO., Cleveland, O.; Indianapolis,
Ind.; Pittsburgh, Pa.

M. K. HOKE Manheim, Pa.

HOMER FURNACE CO.
Coldwater, Mich.

IDEAL FURNACE CO.
Detroit, Mich.

KELLEY-HOW-THOMSON CO.
Duluth, Minn.

W. E. LAMNECK CO.
Columbus, Ohio

LENNON FURNACE CO., Inc.
Syracuse, N. Y.

LENNON FURNACE CO. OF
CANADA, LTD., Toronto, Ontario
and Winnipeg, Man.

THE MAJESTIC CO.
Huntington, Ind.

MAY-FIEBEGER CO.
Newark, O.; Akron, O.

MIDLAND FURNACE CO.
Columbus, Ohio

MONCRIEF FURNACE CO.
Atlanta, Ga.

NEW IDEA FURNACES, LTD.
Ingersoll, Ont., Can.

THE OHIO SHEET METAL &
MFG. CO. Dayton, Ohio

J. M. & L. A. OSBORN CO.
Cleveland, O.; Buffalo, N. Y.

PEASE FOUNDRY CO., Ltd.
Toronto, Ontario, Canada

PENINSULAR STOVE CO.
Detroit, Mich.

PORTLAND STOVE FOUNDRY
CO. Portland, Maine

RICHARDSON & BOYNTON CO.
New York, Chicago, Boston, Phil-
adelphia, Buffalo, Minneapolis,
Newark, N. J.

THE SCHILL BROS. CO.
Crestline, O.

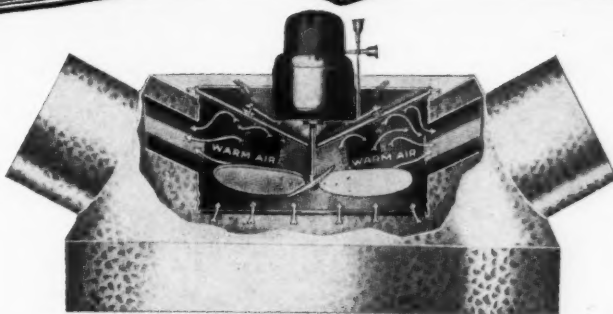
WESTERN STEEL PRODUCTS
CO. Duluth, Minn.

GEO. F. WHEELOCK CO.
Birmingham, Ala.

WISE FURNACE CO. Akron, Ohio

— ask the one nearest you to tell you all about it

Mfg. By
THE
A. H. ROBINSON
COMPANY
Massillon,
Ohio



"Sitting on top of the heating World"



ROBINSON

Heat Distributor

PREMIER • DELUXE



Residence of
Mr. Max Kaiser,
1397 Stark St.,
Portland, Ore.

Premier Installation by
Isler Metal Wks., Inc.,
109 E. 12th St.,
Portland, Oregon

PEOPLE who live in homes like this one want the best there is in warm air heating—and are willing to pay for it. That's why they choose Premier DeLuxe Heaters and why Premier Dealers don't have to worry about cut-price competition.

The sixth of a series of twelve advertisements to appear on this page.

what you want is more profits

AFTER all is said and done, that's what every furnace dealer wants—more profits. SOME furnace dealers figure the only way to make more profits is to cut prices and sell more furnaces. Straightway they jump into a gutter-fight with a chain store or one of their cut-price competitors. The result is that a whale of a lot of furnaces are sold but profits are less than ever. THIS same man, spending the same amount of time and energy selling half as many furnaces but to choice prospects, would have doubled his profits.

PREMIER WARM AIR HEATER Co., DOWAGIAC, MICH.

A FEW dealers are waking up to the fact that quarreling over price is a waste of time. A few are waking up to the fact that if they can make a man really want a furnace, they can ask a decent price and get it despite cut-price competition.

THESE few are choosing to handle Premiers as a matter of course. In the Premier DeLuxe they recognize everything that a home owner wants in a furnace. In the help Premier gives its dealers they find everything they need to put punch and pep into their personal selling work. And now they are wondering why they didn't get out of the cut-price gutter-fight sooner!

THE Premier Plan of Profits is a safe, sensible plan for selling more furnaces and making more profits without cutting prices and throwing brick-bats at your competitors. Why not drop us a line asking for the details? You will not be obligating yourself in any way.

Read the June issue of the Premier Pictorial. It's packed with fun and fight.

PREMIER
DE LUXE
HEALTHY
HUMID
HEAT

HERE'S HOW

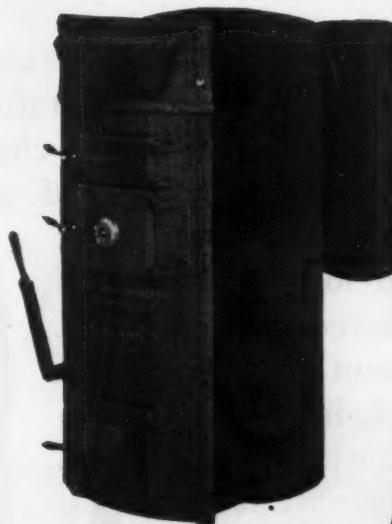
**WE HELP YOU
OVERCOME COMPETITION!**

The

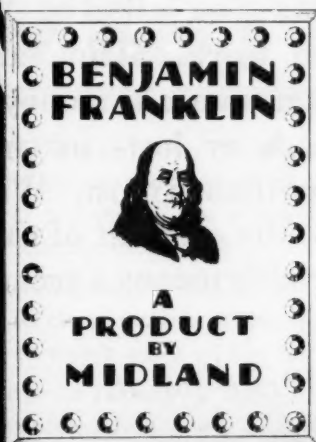
BENJAMIN FRANKLIN

"A Quality Steel Furnace At Sixty Five Dollars"

HOW many times has it been necessary to pass up an order for a furnace job because you could not MEET COMPETITION? Ask yourself this question and you will remember the job you didn't sell Smith, the one Jones bought from your competitor, the one that went into Brown's home and quite a number of others. Competition was too keen, but now you can meet All Corners, for the Benjamin Franklin is a quality steel furnace at a low price. Think of it—the Benjamin Franklin with such features as a full CAST IRON FRONT WITH WATER PAN AT TOP, AN OUTSIDE SHAKER LEVER, AN EFFICIENT RADIATOR, DOUBLE FEED DOORS AND A SUBSTANTIAL BASE RING AND MADE IN THE SAME GAUGE STEEL AS THE FAMOUS MIDLAND TRUESTEEL AT \$65.00. As a Benjamin Franklin dealer you have no fear of competition. No matter how large or small the installation, you can always quote a PRICE and WIN.



—WRITE TODAY FOR FULL DETAILS AND INFORMATION—



Every Midland product is backed by the entire organization of Midland. Every Midland product will give satisfaction and represents the integrity of a manufacturing company backed by unlimited finances. It is well to remember that the Midland Furnace Company manufactures steel furnaces exclusively and not as a side line. The name MIDLAND and the word FURNACE are SYNONYMOUS.

THE MIDLAND FURNACE CO.
COLUMBUS, OHIO

WAREHOUSES—MARSHALLTOWN, IOWA; ATLANTA, GA.

**IN DAYS GONE BY
BEN FRANKLIN SAID:**

*"Profit is ever twofold; he who gains must
profit him who buys."*



MIDLAND FURNACES

ALL STEEL ♦♦♦



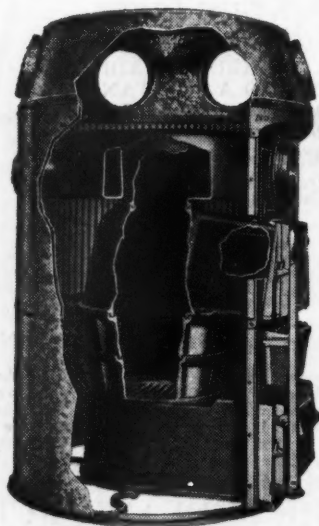
CLEANER HEAT

A NEW EASE & RAPIDITY

of Assembly & Installation

THE time required to assemble a furnace and to install the job may be counted by the clock, but when you go to add up the minutes, it's your profit and loss sheet that is affected—you make a decent profit, or take a kick in the pants—on the wallet pocket side. When we designed this remarkable new NIAGARA, the time required to assemble and to install it received quite as much attention and study as any of the features that make for its greatly increased efficiency.

Result; a furnace that you can as-



semble and install in jig time. Parts that fit together like the joints of a fine steel fishing rod. When you figure a furnace job with NIAGARA, and estimate the assembly and installation time, you can be sure that NIAGARA will see you through. Your men will probably have the job in, in less time than you allowed for the work. Time and men mean money—made or lost—in your business more than in most. With NIAGARA, the element of time almost invariably means a greater profit for you.

Detailed information sent on request. Write for it.

The Forest City-Walworth Run Foundries Co.
 Member National Warm Air Heating Association
 2500 W. 27th St., Cleveland, Ohio

NIAGARA

WARM AIR HEATING SYSTEMS

Say you saw it in AMERICAN ARTISAN—Thank you!

the Port of
DULUTH

Entrance to the Famous ARROWHEAD COUNTRY.

IRON ORE DOCKS—MAGNIFICENT TO SEE

Two Blocks Long Load in Minutes not Hours

A cool ride around the bay in dashing speed boat, or comfortable excursion steamer... up the beautiful St. Louis to the old historic trading post at Fond du Lac... out on broad Superior, largest fresh water lake in the world... Giant ore docks half a mile long, coal docks supplying the Northwest, elevators, steel mills, busy bustling tugs and ferries, an ever-changing picture of life and beauty by day or by night.

Enjoy your outing in the most delightful summer climate on the continent... in this city of varied States... second port of the United States... where 10,000 ships annually... the threshold of clear lake and in the Arrowhead country. Make Duluth your headquarters for wonderful land excursions for a new interest... where every section presents a different aspect from the low line. Follow the pavement for literature and information. a card to

TOURIST & CONVENTION BUREAU
 CHAMBER OF COMMERCE, DULUTH, MINN.

WESTERN

THE Western Steel Furnace is manufactured in Duluth, at the head of navigation on the Great Lakes, convenient for shipping,—low water rates nine months of the year.

The Western is exported to Alaska, Australia, New Zealand—it is sold in every province in Canada—in every state in the Union.

With the factory at Duluth and the distributing points listed below any section of the country is convenient Western territory.

Write for catalog or information.

Western Steel Products Co.

130 Commonwealth Ave.

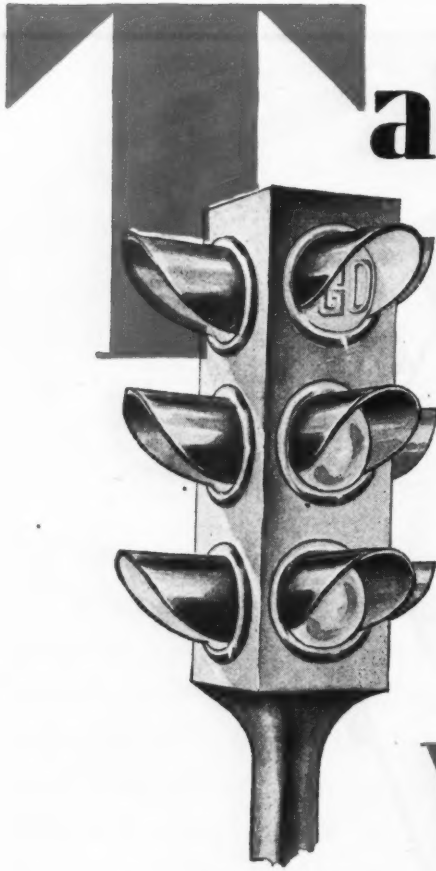
Atlanta, Ga.....Monerief Furnace Company
 Kansas City.....Kansas City Furnace Co.
 Pittsburgh, Pa.....Wagner-Proie Furnace Co.
 San Francisco.....Pacific Sheet Metal & Furnace Co.

Distributed by:

Cincinnati, Ohio.....Niehaus Furnace Repair Co.
 Ravenna, Ohio.....Ravenna Furnace Company
 Chicago-Western Steel & Products Co.....
3025 W. Van Buren St.

Duluth, Minn.

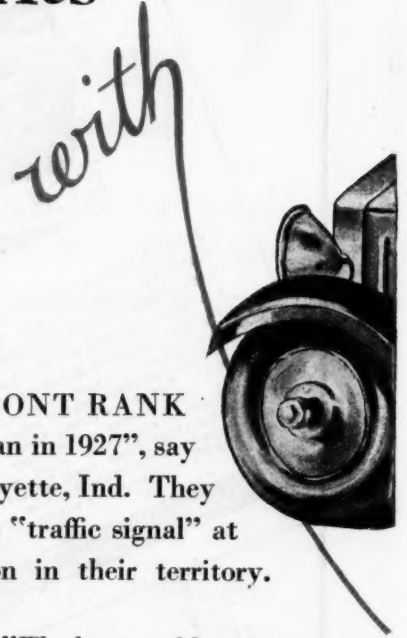




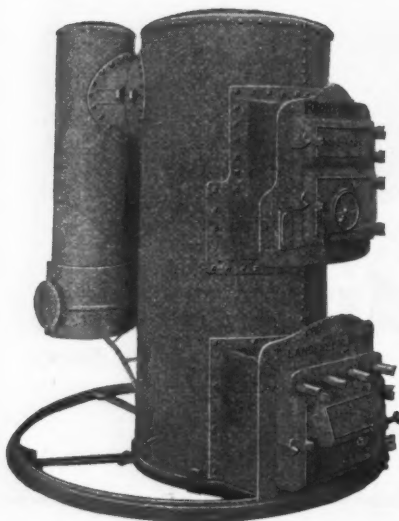
Take it on now—

FROM mere wages TO real profits

WE sold 50% more FRONT RANK furnaces in 1928 than in 1927", say Snyder & Lehnen, of Lafayette, Ind. They are already well past the "traffic signal" at the head of the procession in their territory.



The heart of a Super Air Heating system is the Front Rank Tubular Steel Furnace.



Ventilate, as well as Heat

What is finer than a single plant that ventilates the home and purifies the air—in addition to supplying warmth. Such a system consists of

1. FRONT RANK FURNACE, gas-tight and dust-proof.
2. FAN forces heat instantly to all rooms, near and far. Equalizes the pressure in each pipe. Works automatically.
3. AUTOMATIC CONTROL maintains even temperatures throughout the entire house and saves fuel.
4. AIR FILTER catches dust particles that would otherwise find their way into the rooms. It keeps the air clean.
5. OZONIZER raises the oxygen content of the air. Keeps air pure. Eliminates odors and prevents respiratory diseases.
6. HUMIDIFIER automatically supplies moisture to the air, and keeps it at the right humidity for comfort as well as health.

And Use the Favorite Fuel!

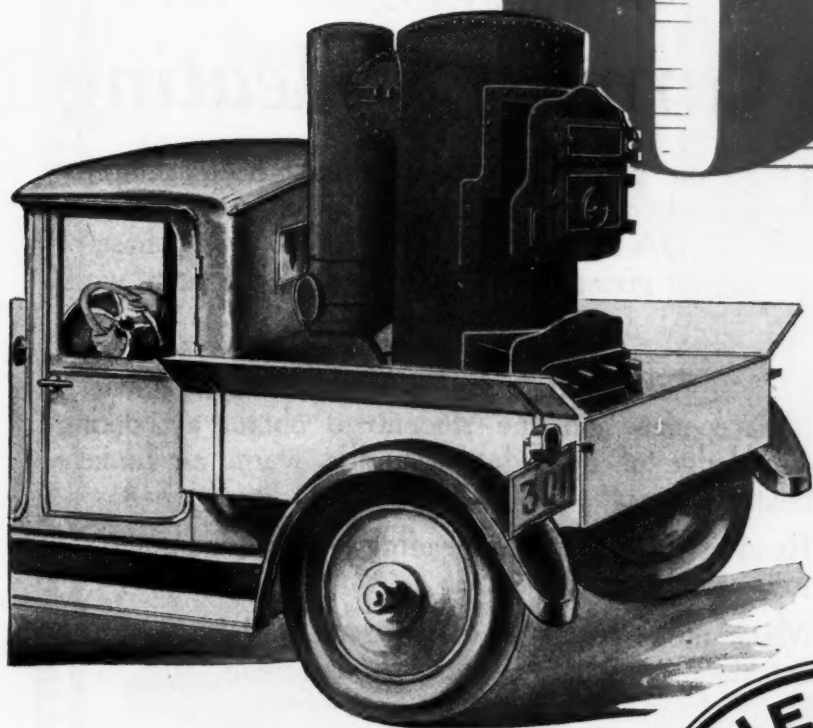
"We have sold twice as many FRONT RANKS as any other furnace", is the way the Roland - Swisher Co. of Richmond, Ind., express it. They, too, are so far ahead of their competitors that just a list of their FRONT RANK installations covers three of the four walls of their office.

"I have just finished up my four thousandth installation", says W. S. Grosjean, at Canton, Ohio.

And so the story goes!

There must be some underlying reason why FRONT RANK Dealers all over the country are leaving cut price competition away in the rear

— then



GO

and selling more FRONT RANKS every year, at a good profit.



We found the reason when we interviewed a number of the outstanding FRONT RANK dealers. Their stories are so interesting and hold so many good sales making ideas that we would like to send them to any dealer who is not satisfied with the profits he is making from the furnace business.

There is a reason why warm air is regaining its rightful leadership in the heating of homes. That reason is high-class furnaces, such as the FRONT RANK, plus Standard Code Installations.

We are adding to our dealer group such men described by Roger Babson as having Industry, Integrity, Initiative, Intensity, and Inspiration. Perhaps YOU are one of these, and are the next man in line for big money.

If you think you are (even though you are now an employee) write me personally for details.

E. H. Langenberg
VICE-PRESIDENT

LANGENBERG MFG. Co.

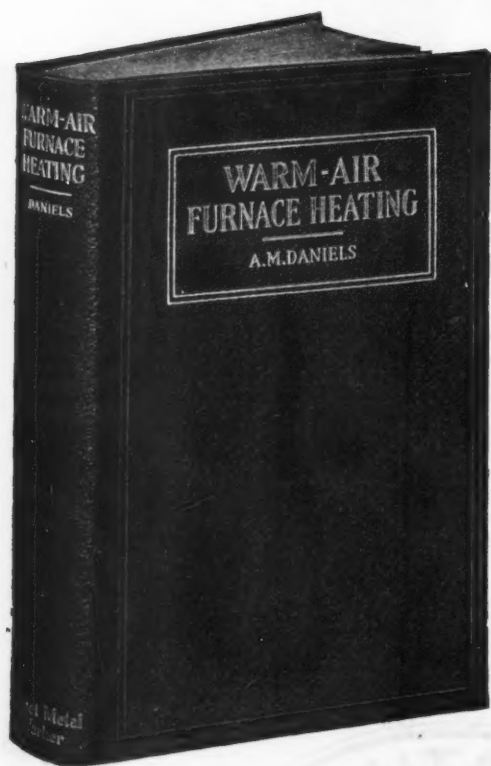
4545 Euclid Ave.

St. Louis, Mo.

1888—41 YEARS OF CONTINUOUS SERVICE—1929

Say you saw it in AMERICAN ARTISAN—Thank you!

The Best and Most Complete Book on Warm Air Heating



IT IS the book that thousands have been asking for—a book on Warm Air Furnace Heating that is UP-TO-DATE—a book that covers every phase of the subject giving exact data based on research work
Written by A. M. Daniels.

Here is the book that will enable both the experienced furnace man and the student to obtain a working knowledge of up-to-date scientific warm air furnace heating.

Read over the Chapter Headings—notice the complete treatment of the subject.

Many tables are included and some big labor savers in calculating pipe sizes—also many diagrams.

Chapter Headings

1. Historical.
2. Typical Gravity Pipe Warm-Air Heating Systems.
3. Types of Warm-Air Furnaces.
4. Details of Furnace Construction.
5. Heat Losses.
6. Effect of Register-Air Temperature, Leader Area and Size of Wall Stack Upon Heating Effect Produced.
7. Insulating Coverings and Their Effect Upon Leader and Wall Stack Operation.
8. Casing Diameter vs. Furnace Capacity.
9. Air Supply to Furnace.
10. Furnace Capacity and Rating.
11. Register Grilles vs. Plant Capacity.
12. Chimneys and Flues.
13. Humidity.
14. Evaporating Pans.
15. Combination Heating Systems—Warm Air and Hot Water.
16. Gas Warm-Air Heating.
17. Oil-Burning Warm-Air Heating.
18. One-Pipe Furnace Heating Including Modifications.
19. Hot-Water Supply.
20. Leader Pipe Sizes.
21. Forced-Air Furnace Heating.
22. Coal as Fuel.
23. Pipe and Fittings.
24. Warm-Air Registers and Cold-Air Faces.

450 pages, 7x9 inches

Bound in semi-flexible imitation leather--

Stamped in gold--

PRICE \$5.00 POSTPAID

*Send in your
order today*

AMERICAN ARTISAN,
139 No. Clark Street, Chicago, Ill.

Enclosed find \$5.00 for which send me WARM AIR FURNACE HEATING by A. M. DANIELS.
10% discount allowed on book and new or renewal subscription if ordered together.

Name.....

Street Number.....

Town.....State.....

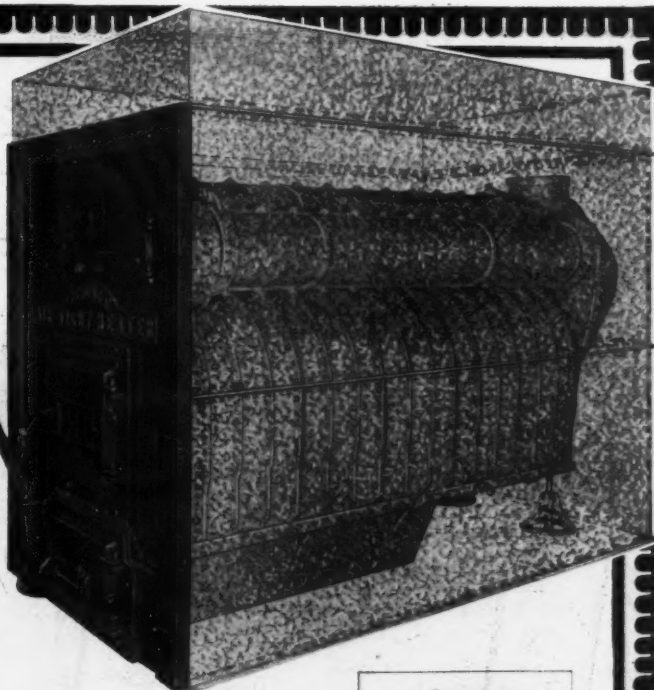
When writing mention AMERICAN ARTISAN—Thank you!

A furnace for every installation — The AIRTIGHT Horizontal Furnace

HERE is the furnace you need in order to secure the contracts for schools, churches, country clubs, lodges and the larger homes. With it you can do *modern* heating and ventilating and secure a good profit.

The AIRTIGHT can be had in any size for every purpose. Heavy cast iron special airtight construction and it burns *any* fuel including *oil* and *gas* most efficiently.

The AIRTIGHT is moderately priced. Our engineering service and this furnace will get you extra profits—ask about it now.



new GIBALTAR FURNACES

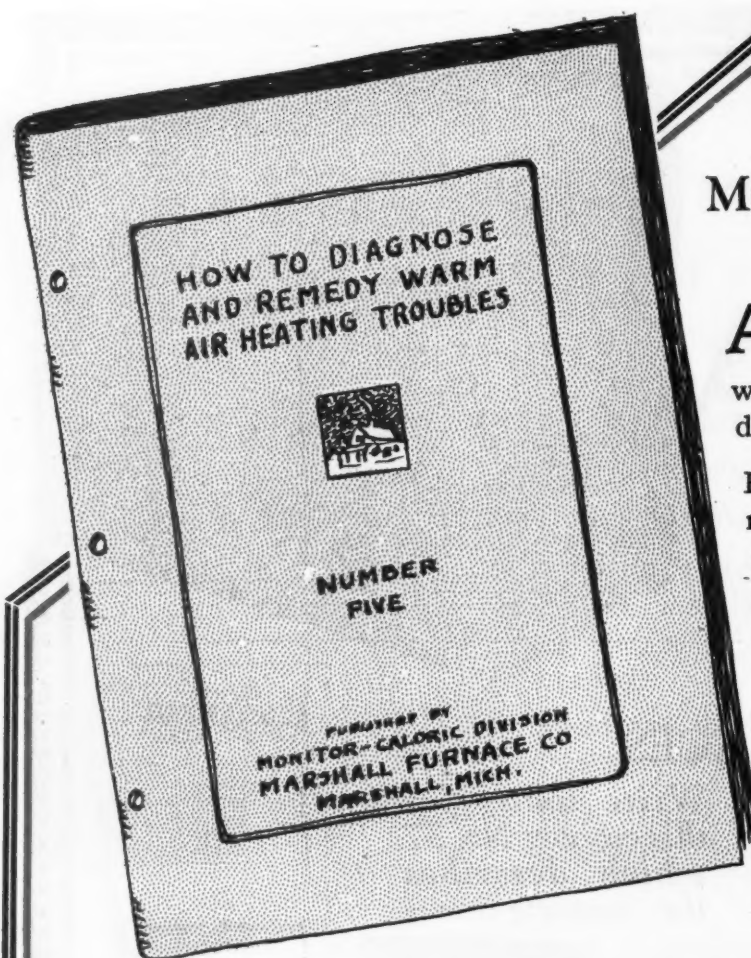
Write today for
this catalog No. 37
which describes
the complete line—



THE Improved Gibraltar Line of Top Radiator and Self-Cleaning Open Dome Furnaces have many new outstanding patented features. For over 37 years Gibraltar Furnaces have been leaders in quality and design. Gibraltar dealers get complete cooperation and fair prices which enable them to make good profits with these high quality furnaces.

P.H. MaGirl Foundry & Furnace Works

BLOOMINGTON ILLINOIS



BEGINNING A NEW SERVICE FOR MONITOR-CALORIC DEALERS

A COMPLETE library will be published on the subject of warm air heating as outlined under the titles given below.

Books number 1, 2, and 5 are now ready for distribution, the others will be published from time to time and will be distributed only to bona-fide Monitor-Caloric dealers.

The demand for these books is so heavy that the first edition on some of them is practically exhausted, so speak for your copies early, if you are entitled to them as a Monitor-Caloric dealer.



TITLES OF THE BOOKS AS THEY WILL BE PUBLISHED

- 1—*How to Plan a Warm Air Heating System.*
- 2—*How to Sell a Warm Air Heating System.*
- 3—*How to Install a Warm Air Heating System.*
- 4—*How to Conduct the Business End of a Heating Business for Profit.*
- 5—*How to Diagnose and Remedy Warm Air Heating Troubles.*

EACH book will be complete in itself, but all will be punched for binding into a complete library on warm air heating when all are assembled.

These books are non-technical, are not theory but the combined experience of many men in the heating industry covering a wide interval of time.

They are separated into subjects for easy indexing and can be distributed to the man where they are most needed. Numbers 1 and 2 to the salesman, Numbers 3 and 5 to the mechanic and Number 4 to the man in charge.

Never before has the subject of Warm Air Heating been covered so exhaustively, yet so clearly and concisely, as in these books and they are free to authorized Monitor-Caloric Dealers.

We can furnish repairs for all old models Monitors and Calorics

MONITOR-CALORIC DIVISION
MARSHALL FURNACE CO. • MARSHALL MICHIGAN

EACH -a Leader in its Field

XXTH CENTURY HOT BLAST FURNACE

XXth Century Dealers have one of the most complete lines to sell. There's a XXth Century Heating Unit for every purpose at rock-bottom competitive prices.

1

XXth Century Hot Blast Cast Furnace.
Standard of Fine Furnace value for 35 years.

2

XXth Century Hot Blast Steel Furnace.
One of the most improved Steel Furnaces on the market.

3

XXth Century Hard Coal and Coke Furnaces.
Given years of service in thousands of homes.

4

XXth Century Pipeless and Single Register Furnaces.
Popular sellers for small homes and cottages.

5

Portage Furnaces
Popular priced sellers that appeal strongly to contractors and real estate men.

6

XXth Century Gas Furnace.
A tried and proven product of long standing reputation.

7

XXth Century Auxiliary Gas Burners.
Excellent heaters for all the year or in-between seasons.

8

XXth Century Room Heaters.
Widely used for heating stores and small buildings.

9

XXth Century Patented Overhead Systems.
An important improvement in scientific heating licensed for use only by XXth Century Dealers.

10

XXth Century Horizontal System.
Standard heating systems for schools, churches and other large buildings.

11

XXth Century Boilers.
Made in many types and sizes to meet all heating purposes.

12

XXth Century Accessories.
The XXth Century Heating & Ventilating Company offers a wide range of accessories and parts, including—

Regulators—Registers—Fans—Humidifiers.

Fill in this coupon for prices and information on the above lines.

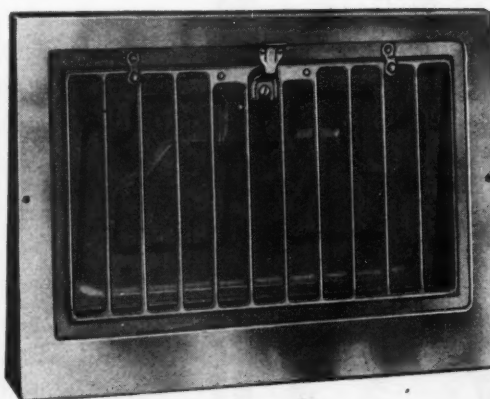
The XXth Century H. & V. Co.,
Akron, Ohio.

Please give me complete information and prices on item numbers.....
For complete dealer proposition check here.

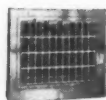
Name

Address

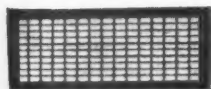
THE LINE OF NO REGRETS



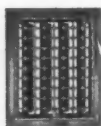
No. 170. Two-Piece Baseboard Register. A "space-saving, money saving," register for a 10" pipe. The quickly detachable face makes this series easy to set and permits effective non-streak installation.



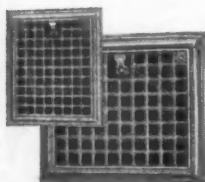
No. 150 Two-Piece Baseboard Register



No. 255 Steel Cold Air Face



No. 200 Steel Floor Register



No. 350 Vertical
No. 340 Horizontal Side-wall Registers

THE bar type styles of baseboard and sidewall registers give these numbers in "The Line of No Regrets" free air capacity approached by none. For example, the 8x12 size illustrated, with 3¼ base extension, has full face and full throat capacity for 10" pipe. This increased air capacity permits the use of smaller, more compact sizes without reduction in heating efficiency, thereby insuring a neater looking job with more profit for the contractor. Why use larger, more conspicuous, more expensive registers?

It will pay you to use Hart & Cooley Registers. Complete stocks are carried by leading jobbers. Catalog upon request.

A representative stock of all standard items is carried at our Chicago Warehouse.



HART & COOLEY REGISTERS

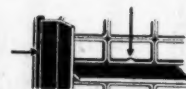
Manufactured by THE HART & COOLEY MFG. CO., New Britain, Conn.

NEW YORK
101 Park Avenue

CHICAGO
61 West Kinzie Street

PHILADELPHIA
1600 Arch Street

ALSO: RADIATOR ENCLOSURES AND A COMPLETE LINE OF CAST AND WROUGHT GRILLES



Heavy braces spotwelded along center of face and at ends.



Right-Angle flange and "sheet-metal" screw save installer time.



Patented pinched-back fretwork gives greater strength and larger opening.



Genuine lacquers and natural oak grain finishes.



Specially designed containers protect finish till they're sold.

Two PROFITS with every sale AND it SELLS FAST

STALEY AUTOMATIC DRAFT REGULATOR

NOW the old, always reliable hand draft is obsolete. The Staley Automatic Draft Regulator regulates the draft even better than if a person were to stand by the furnace constantly and open and close the draft. The very slightest wind and weather variations cause it to open and close automatically.

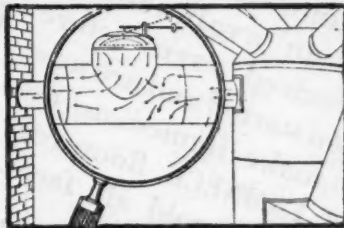
It is an ingenious device yet simple and thoroughly practical.



Fits on any SMOKEPIPE

EASY TO INSTALL AND EASY TO SELL.

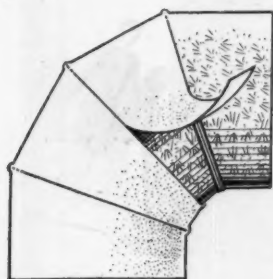
Write for full illustrated descriptive circular and prices today.



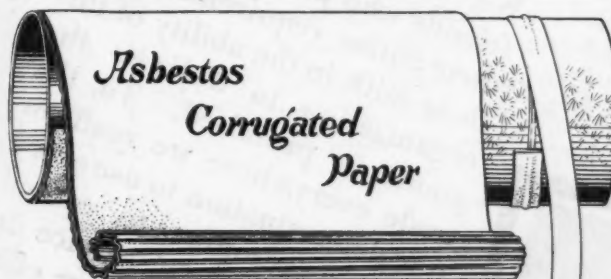
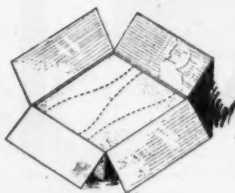
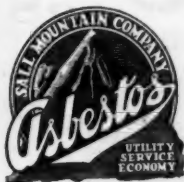
TESTED under all conditions—it reduces fuel bills—keeps the heat in the furnace—reduces stack temperatures. All working parts of rust resisting non-corrosive metal and outside of smoke pipe. You make a profit on the article and on the installation.

It costs little but does a big job. Used on gas, coal or oil fired furnaces or boilers.

GRAY BROTHERS, INC., PLANO, ILL.



**ASBESTOS
ELBOW
SHEETS**



Neater ... Quicker

Asbestos Pipe Covering

YOU use factory made furnace pipe because you have learned it is more economical to do so than to make your own. Progressive installers everywhere, for the same reason, have welcomed Sal-Mo Pipe Covering in these two new forms.

Sal-Mo Asbestos Elbow Sheets come packed in a handy carton, containing 100, or 25 sets, for 8 inch, 9 inch, 10 inch and 12 inch elbows, or 45° angles. For improved furnace efficiency, cover pipes with Sal-Mo Asbestos Corrugated Paper, with Elbow Sheets and Pipe Joint Tape.

Send the coupon today.

Stocked by the **BEST** Wholesalers
Used by the **BEST** Installers

Also manufacturers of Asbestos Paper, Millboard, Pipe Covering, etc.

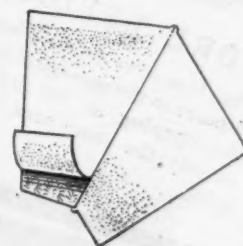
SALL MOUNTAIN

176 W. Adams Street, Chicago, Ill.

Gentlemen:—Send me FREE samples of Pipe Joint Tape and Elbow Sheets.

Name Address

COMPANY



**ASBESTOS
PIPE JOINT
TAPE**

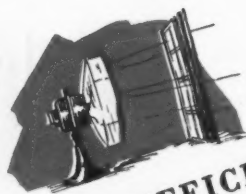
If you cover only the joints, Sal-Mo Asbestos Joint Tape provides the right width in handy roll form, always ready for use. No waste—no ragged edges—no sawing. 1000 lineal feet per package.



Say you saw it in AMERICAN ARTISAN—Thank you!

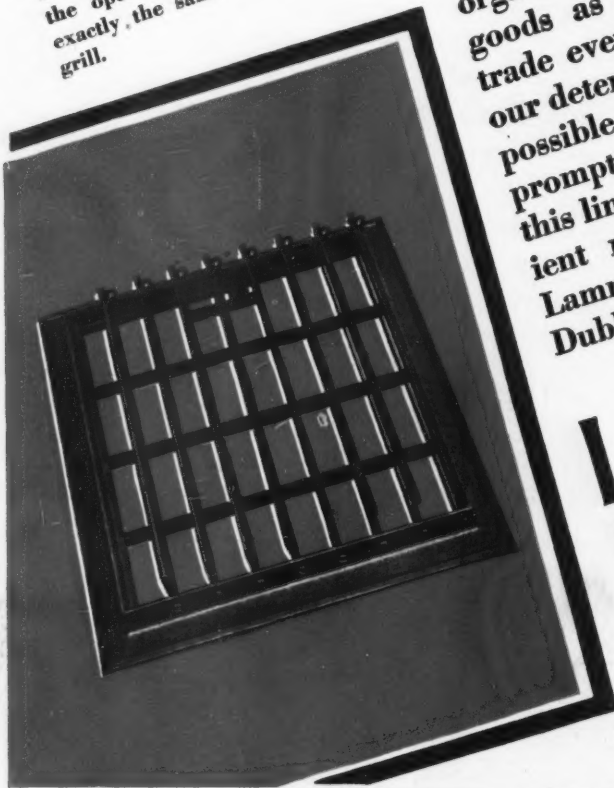
NOW AVAILABLE for IMMEDIATE DELIVERY

PRODUCTION of LAMNECK registers has now caught up with sales. We have taken care of the immediate requirements on an avalanche of orders received even before production started and are now able to make immediate delivery of LAMNECK floor registers and cast cold air faces.

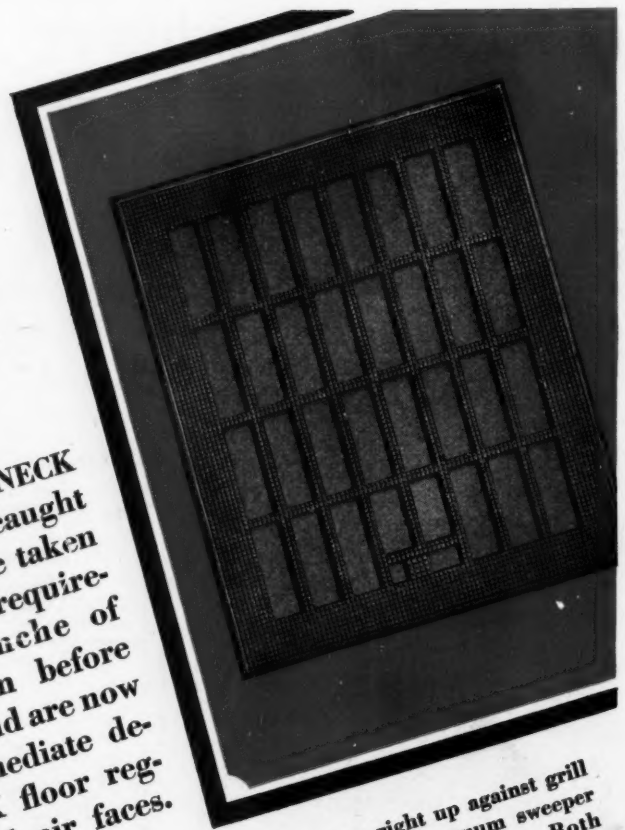


MORE EFFICIENT

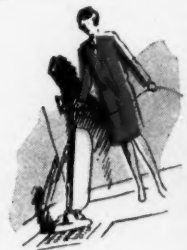
The fans offer no additional resistance to the passage of air. And the opening at the bottom is exactly the same area as at the grill.



We wish to thank the many friends who placed orders for their entire requirements, for their faith in the ability of this organization to deliver the goods as promised. To the trade everywhere we reaffirm our determination to use every possible resource to extend prompt LAMNECK service in this line of cleaner, more efficient registers. The W. E. Lamneck Company, 416-432 Dublin Ave., Columbus, Ohio.



Fans close right up against grill bars so that a vacuum sweeper easily removes all dust. Both women and men appreciate this feature. It makes for cleaner heat.

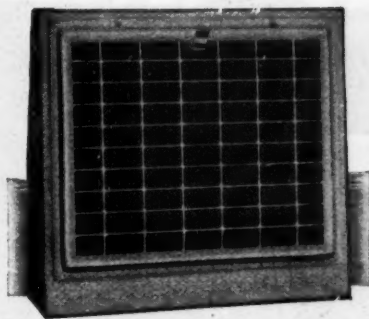


MORE SANITARY

LAMNECK IMPROVED REGISTERS

Install LAMNECK registers...they don't cost you one penny more, but they make any heating job WORTH more.

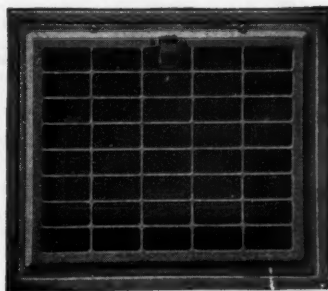




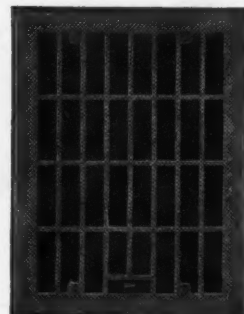
Style 902
Baseboard Register



Style C
"Cobble" Cold Air Face



Style 302
Sidewall Register



Style 80
"Cobble" Floor Register

TUTTLE & BAILEY SUPER-REGS

Registered U. S. Patent Office

T&B Registers Are In Step with the Times

Everything about the T&B Line of Registers is directly in line with modern warm air heating developments. Designs — finishes — mechanical improvements that reduce installation time and insure user satisfaction — all in the spirit of today. Our service is another feature that is up and doing, for a T&B warehouse or distributor is located in every principal shipping point in America. When you need something quickly you can get it. If you haven't seen a T&B Catalog lately, send for one. Let us show you some of the new, valuable items recently brought out, such as Style 302 Sidewall Register (two-piece)—the new FERROCRAFT Baseboard and Sidewall Registers with beautiful cast grille facings — and, of course, the famous "Cobble" Line of Cold Air Faces and Floor Registers.

TUTTLE & BAILEY MFG CO.

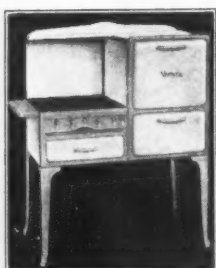
Established 1846

441 Lexington Avenue

New York City

VERNOIS LEADERSHIP

*has been maintained
by consistent quality*



VERNOIS GAS RANGES
AND CIRCULATORS



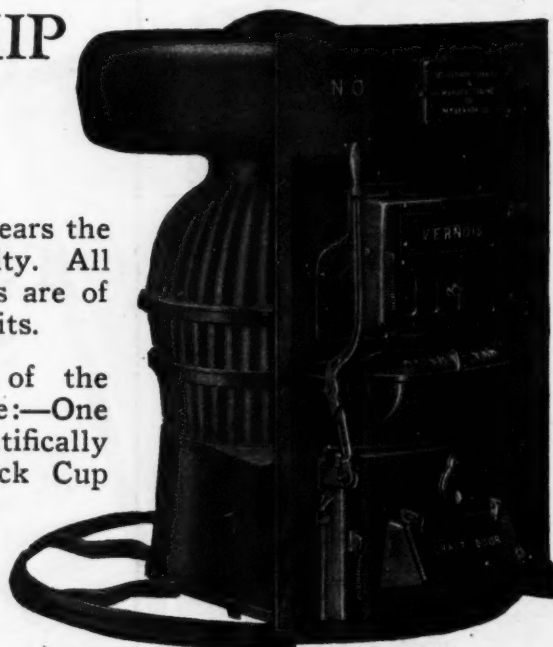
THE name VERNOIS bears the reputation of high quality. All of the VERNOIS products are of time-proven and tested merits.

A few of the features of the VERNOIS Furnace are:—One Piece Cast Radiator Scientifically designed—Wide deep Lock Cup Joints—Large, tight Ash Pit and Fire doors—Carefully selected Iron used throughout.

Write us today for information. We will be glad to give you full particulars.

Write for Catalog.

MT. VERNON FURNACE & MFG. CO.
Mt. Vernon, Ill.



Vernois

FURNACES

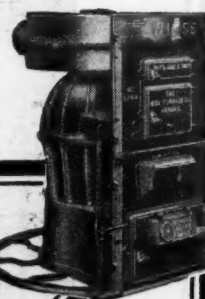


WISE
OPEN DOME
CAST FURNACE

WISE FURNACES

3 high quality types

—Enabling you to confine all
your furnace purchases to
one source. Write for
Catalog No. 23
today



WISE
20 SERIES
CAST FURNACE

BOTH the Open Dome and the Wise 20 Series have a new Cellular Firepot. It is One-piece and extra heavy. The Open Dome also has a new Elbow Shaped Flue Collar on the inside, turned up so all the heat must follow the castings to the top.

The 20 Series, besides having the newly designed Cellular firepot, has a new Patented Radiator. The feed chamber and the top of the radiator are constructed so as to allow communication between them which brings the opening of the fire flues

of the radiator directly into the feed chamber, making the flues readily accessible for cleaning through upper feed door.

The Wise Steel Furnace is not just another steel furnace but one having exclusive features. The bottom of the radiator has a Cast Iron Soot Box and Clean-Out. The Wise Steel Furnace is both riveted and welded and has special design grates.

It is a steel furnace that you will instantly recognize as having WISE quality and distinctiveness.

NEW
WISE



STEEL
FURNACE

The WISE FURNACE COMPANY . . . AKRON, OHIO

MONCRIEF FURNACES



FINISHED IN AUTUMN RED
for 100% Selling

THE professors tell us that 80% of our impressions are received through the eye.

All right. The new Series "C" is finished in Autumn Red and it makes a mighty favorable impression. Built into and all through Moncrief are Ten Points of superiority that will make the remaining 20% impression.

Let us explain the good points of the Moncrief Proposition.

The Henry Furnace & Foundry Co.
3471 E. 49th St. Cleveland, Ohio

Distributors:

Carr Supply Co., 412 No. Dearborn St., Chicago, Ill.
August Bery & Son, Mack Ave. at Drexel, Detroit.
The Henry Furnace & Foundry Co., Pittsburgh, Pa.
Frontier Water & Steam Supply Co., 366 Oak St.—
481 Elliott St., Buffalo, New York.
Johnson Furnace Co., Kansas City, Mo.
E. A. Higgins, 1112 Douglas St., Omaha, Neb.
Moncrief Furnace & Mfg. Co., Dallas, Texas.
E. W. Burbank Seed Co., 29 Free St., Portland, Me.
J. F. Conant, Ry. Term. Warehouse, Troy, N. Y.
Wilkes-Barre Hdwe. & Stove Co., 18-20 So. Washington St., Wilkes-Barre, Pa.
The Crawford Heating Co., Steubenville, Ohio.

EASTERN OFFICE

Room 1306, 11 W. 42nd St., New York City.
E. L. Garner, Manager.

We supply everything used on a warm air heating job.

What your customers **NEED** and **WANT** today...and for years to come ~

IF your furnace business hasn't been as good as it used to be a few years ago—LOOK INTO TODAY'S MERCHANDISING METHODS and notice that the public DEMANDS SOMETHING BETTER. Perhaps you have failed to recognize that TODAY the public is buying BETTER QUALITY and only those products which offer FEATURES THAT MEAN EFFICIENCY and ECONOMY in operation.



SMOKELESS

THE Ath-A-Nor is more popular today than ever before because of those very reasons.

Its design and quality appeal to the buyer because they are BETTER.

Its famous SMOKELESS feature is something that folks want more today than ever before.

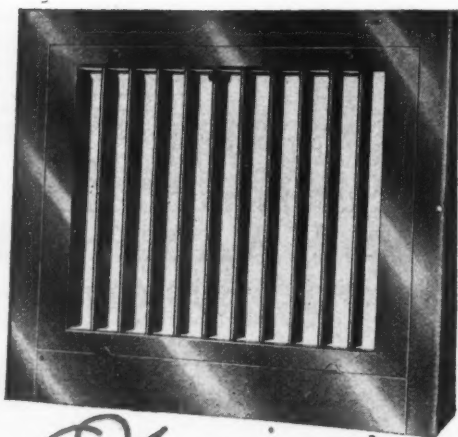
The Ath-A-Nor PATENTED THREE-WAY AIR BLAST is a distinct feature that means quicker heating, complete combustion and economy of fuel.

Its heavy, well built construction, deep joints and other features make good business for Ath-A-Nor dealers.

There are other furnaces in the complete May-Fieberger line—every one a quality furnace. There are cast and steel furnace of several designs and all are reasonably priced. Write for full details today.

The
May-Fieberger Company
Newark, Ohio

**A
TRULY
DISTINCTIVE
REGISTER
YET
SO
PRACTICAL**



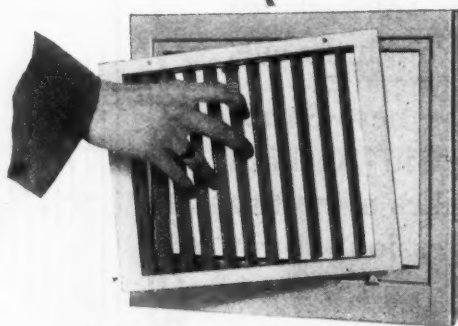
Open

NEW STANDARD

STEEL BASEBOARD REGISTER

THE wafer thin shutters allow maximum air capacity and the operation is so simple and effective that positive air control is possible. Open or closed the New Standard presents a neat, pleasing appearance and it can be had in all colors to match modern interior decorating.

Folks are buying the New Standard because it is modern.



THE face of the New Standard is secured by two screw heads and is easily detachable. Shutters are of polished steel and finished same as register. It is the easiest register to keep clean. Constructed of the highest grade durable material and made in all sizes to conform to the Standard Code for which it is named.

EXCLUSIVE DESIGN

**ITS
ATTRACTIVENESS
EFFICIENCY
AND PRICE
MAKE BETTER PROFITS**

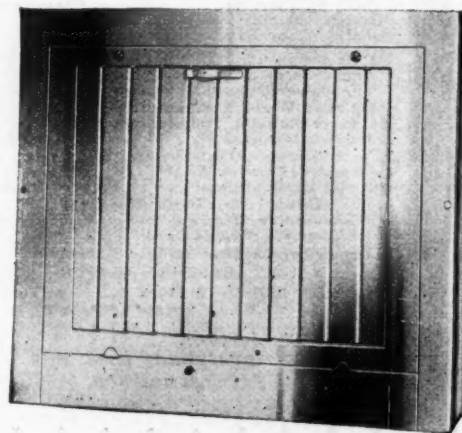
Closed

THE New Standard is popular priced yet it is high quality in every respect. Your customers will welcome this distinctively different design—the New Standard will help you make more sales at a better profit.

*Write today for our illustrated
catalog and price list.*

WATERLOO REGISTER CO.
Waterloo, Iowa

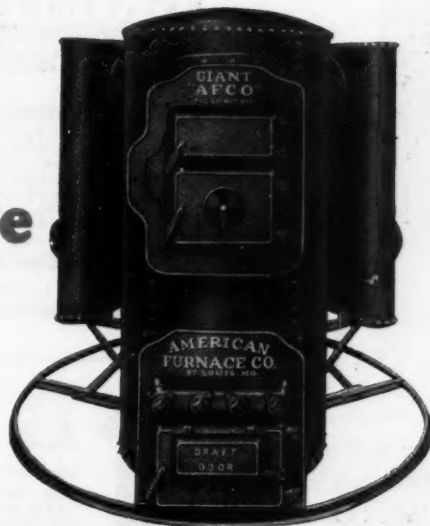
Seattle, Wash., Office: 2211 1st Ave.
Los Angeles, Cal., Office: 822 Clanton St.



Mention AMERICAN ARTISAN in your reply—Thank you!

"AF CO"

Boiler Plate Furnaces



Dependable Quality--Priced Right

YOU can't afford to sell anything but a dependable, quality furnace. Your future business depends upon it. Examine an "AFCO" Boiler Plate Furnace and you will see how completely it meets with your ideas of how a quality furnace should be built.

The heavy gauge boiler plate steel, the riveted gas tight construction, the one-piece pouches extending through the casing without a joint, the enclosed, heavy, locomotive type grates, the heavy fire brick lined fire pot, the specially designed radiator supports, the large feed doors and smoke curtain, these are just a few of the features that will help you to decide to sell "AFCO" furnaces if you are not already doing so.

"AFCO" Furnaces are priced right, you can make a fair profit on each installation. Write for our illustrated guide to bigger furnace profits, without obligation — use the handy coupon.

American Furnace Co.

2719-31 Morgan St.

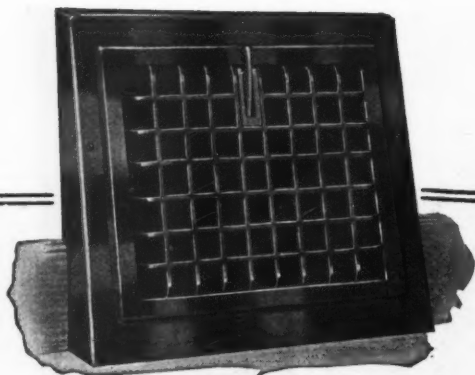
St. Louis, Mo.

A. A.
American Furnace Co.
St. Louis, Mo.

Please send without obligation full details of the "AFCO" Dealer Plan.

Name

Address



The AUERISTOCRAT

of all registers, combining air capacity, decorative and concealing features.

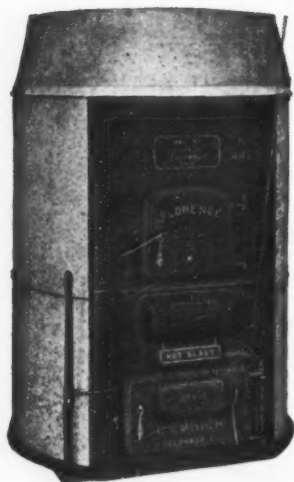
Designed to conform with the Standard Code so they fit all standard boxes.

Auer Patented mechanical features make it perfect in operation,—quick and easy to install.

Auer's Save Hours and Dollars

The AUER REGISTER CO.
Cleveland, Ohio

"FLORENCE"



....a real
HOT
BLAST!

Smoke, gases and soot
are entirely consumed.
Gives more heat with
less and cheaper fuel.
Complete control with
only Hot Blast Damper.

Write for full
particulars.

C. EMRICH CO. (Since 1861) COLUMBUS, OHIO

*Manufacturers also of the famous Florence Hot
Blast Heater, Supreme Florence Circulator, Florence
Cook Stoves and Ranges.*

MAIL THIS COUPON for CATALOG and PRICES

NAME
ADDRESS
CITY
STATE A. A. 6-8

When writing mention AMERICAN ARTISAN—Thank you!

Ornamental  Ventilating
GRILLES & REGISTERS
COMPLETE LINE IN CAST AND WROUGHT METALS

*For all grille and
register require-
ments write
Wm. Highton & Sons
Div. Hart & Cooley Mfg. Co.
Nashua, N. H.*

 No. 407  No. 578  No. 575  No. 580

BOLTS

WE MANUFACTURE A COMPLETE
LINE OF BOLT PRODUCTS, INCLUD-
ING STOVE BOLTS, CARRIAGE BOLTS,
MACHINE BOLTS, LAG BOLTS, NUTS,
COTTER PINS, ETC. ALSO STOVE
RODS, SMALL RIVETS AND HINGE
PINS. CATALOG ON REQUEST.

THE LAMSON & SESSIONS CO.
THE KIRK-LATTY CO.
1971 W. 85th St. Cleveland, O.

 **McILVAINE**
OIL BURNER
Listed by Underwriters
Adaptable to warm-air furnaces because
the McILVAINE System of continuous
flame insures no cracking or burning of
fire pots, but produces even, dependable
heat.
Not an Intermittent Burner
DEALERS: Write for information today.
McILVAINE BURNER CORP., Dept. A, 747 Custer Ave., Evanston, Ill.

 **LIQUID ASBESTOS**
The improved insulation coating and
covering for FURNACES in WHITE or
COLORS. Red, Blue, Green, Gray, and
Orange, increase your sales by using
LIQUID ASBESTOS
Write for SPECIAL DEALERS'
PROPOSITION
B. & F. MFG. CO., Des Moines, Iowa

**PATTERNS FOR STOVES
AND HEATERS**
THE CLEVELAND CASTINGS PATTERN COMPANY
CLEVELAND, OHIO

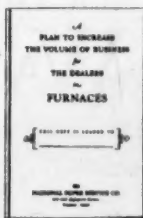
PATTERNS
FOR STOVES AND HEATERS FIRST-CLASS
IN WOOD and IRON
VEDDER PATTERN WORKS ESTABLISHED 1835 TROY, N. Y.

IRON AND WOOD
STOVE PATTERNS
QUINCY PATTERN COMPANY
QUINCY, ILLINOIS

Get New Business Now

OUR patrons are making good money and also hundreds of new customers. They are lining up a lot of profitable business for summer fall and winter.

One of our dealers uses 5 machines and keeps 30 repair men busy all summer.

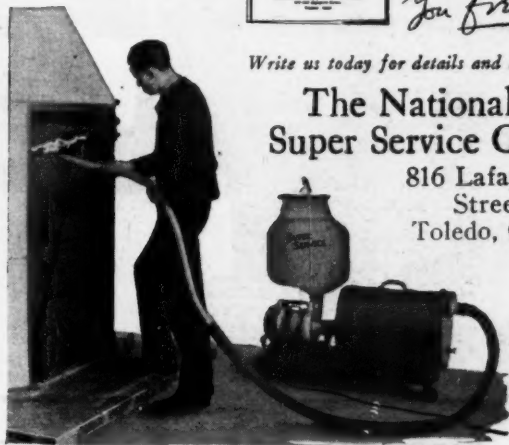


If you will read and study this book we will send it to you free

Write us today for details and book.

The National Super Service Co.

816 Lafayette Street
Toledo, Ohio



3 to 4 jobs a day—one man—powerful—light.

THE "Alamo" LINE

Write for catalog and prices today

—for heating distant and hard-to-heat rooms with hot water
SOME homes have an extra room that is impossible to heat with warm air. With an Alamo Hot Water Heater in connection with warm air furnace, you can satisfy your customer by heating that room with Hot Water. No extra fuel cost and it prevents you from losing the warm air heating job. Also smaller Maltese heaters for Domestic hot water.

ALAMO HEATER CO.
6143 Wentworth Ave., Chicago, Ill.



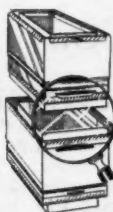
TWO
MALTESE
HEATERS
Connected for
combination
heating.

BACKED BY EXPERIENCE

Established
1902

Famous For
Service

CHICAGO
FURNACE PIPE
AND FITTINGS



A Better Installation Is possible now with this new Self-Locking Double Stack

CHICAGO Pipe has been the choice of thousands of furnace men for over 26 years—now this improved pipe represents extra value—the result of experience and modern manufacturing methods. It clicks together quickly and easily—stays together and makes a stack of unequal strength.

Ask about it now—write for our Catalog No. 21—on Chicago Pipe and all Furnace Supplies

CHICAGO FURNACE SUPPLY CO.
1276-78-80-82 Clybourn Ave. CHICAGO



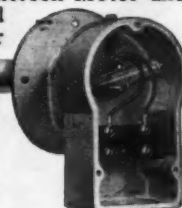
THERMOSTATICALLY
CONTROLLED
A-C AUTOMATIC
FURNACE
FAN

WHILE the Patented Mercury Control is the big exclusive feature of the A-C Furnace Fan don't overlook its other features which are just as outstanding.

In A-C construction, noise—a big objection to fans—is practically eliminated—and yet the Emmerson Motor and the scientifically designed fan blades and unit produce abundant and efficient air motion.

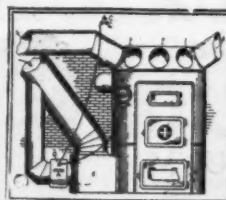
Study A-C design—see a demonstration and you'll see why the live dealers are using it.

PATENTED
MERCURY
CONTROL



Thermostatic Control Warm Air Furnace
Fan Licensed under Re. Pat. No. 15531.

EQUIPMENT
INCLUDES
MERCURY
CONTROL
HEAT BOOSTER
FAN AND UNIT
EMMERSON
MOTOR



EASY TO
INSTALL
CONTROL FITS
IN CASING
FAN IN BYPASS
CAN BE USED
IN ANY TYPE
INSTALLATION

COMPLETE TO THE DEALER AT —

\$37⁵⁰

This is our No. 9 Fan Unit having 10 inch outlets and inlets. This number is the size for the smaller homes.

\$50⁰⁰

No. 12 Unit is of a larger size having 14 inch inlets and outlets and is designed for the larger homes.

LARGER SIZE FOR BIG JOBS

Ask your Jobber or send coupon to us today for full details.

A-C Manufacturing Co.
417 Sherman St.—Pontiac, Ill.

A-C MFG. CO., PONTIAC, ILL.

Send me complete details

Name

Street Town State

JOBBER'S NAME

ORDER FROM YOUR JOBBER

Mention AMERICAN ARTISAN in your reply—Thank you!

We have SOLVED the competition problem for hundreds of dealers—

EVERY dealer has the competition problem until he occupies a strategic position as to quality AND price.

Your price doesn't have to be the lowest or the highest to get out of competition but it *must* be in line and the quality *must* be better in comparison.



That's where this furnace fits in—

and that's how we have done away with competition worries for BRILLION dealers.

There's a big reason of course and a dozen other good ones which make it possible for the BRILLION to occupy this position.

Low overhead costs—no high non-productive salaries and a different sales policy enable us to put more QUALITY into the BRILLION.

Here it is—Look it over—Notice its features and write today for full details.

BRILLION FURNACES

and the

BRILLION VACUUM PORTABLE FURNACE CLEANER

We brought out this cleaner to help dealers get more profits by enabling them to compete successfully with the chain branches in obtaining cleaning and repair business.

It's high quality throughout—light—durable—easy to handle—powerful and low in cost. Let us tell you all about it.

Send the coupon today

BRILLION FURNACE COMPANY
BRILLION, WISCONSIN

BRILLION FURNACE CO., 228 North LaSalle St., Chicago
200-300 Park Ave., Brillion, Wis.

Send me full details and catalog No. 80

Name

Address



It gets you into prospects basements.

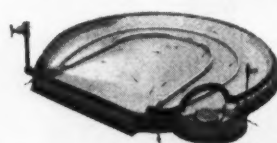
NOW IS THE TIME TO USE IT.

Years Ahead of its time—

THE NEW IMPROVED FARRIS WATERBASE



The ONLY furnace that will not stir up Dust from the base with Fan installation



THE Farris Waterbase is not an experiment but an improvement on a feature that has made the Farris the favorite for hundreds of dealers for many years. It's years ahead of its time—not as a

practical improvement but as a general feature.

Now with Automatic Valve and other refinements it is the outstanding (Patented) Humidifier and Air Cleaner.

This feature will make more and better sales for you as it has for hundreds of other dealers.

Look at the other Farris Features that have been standard on the Farris for many years before being generally adopted. Self-Cleaning—Feed Section and Ash Pit extending through Front—Ground air tight doors—Smoke Consumer—Upright Shaker, etc., and high quality construction throughout.

Today the public demands quality and features that are different and better.

Send the coupon if you are open for better profits.

FARRIS FURNACE CO.

Established 1899

SPRINGFIELD ILLINOIS

FARRIS FURNACE CO., Springfield, Illinois

A.A.

Gentlemen:

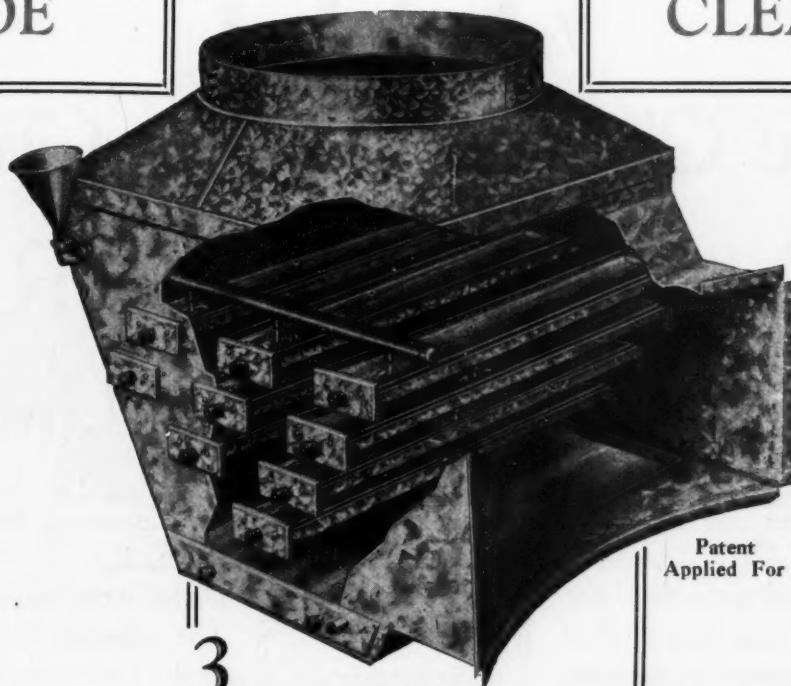
Send me your Dealers' Proposition and full information on the New Improved Water-Base Furnace.

Name

Address

1 COLD AIR
SHOE

2 AIR
CLEANER



Patent
Applied For

3
HUMIDIFIER

“So simple and practical one wonders--”

WHEN something new and practical appears, which after all is very simple, we all say “I wonder why it wasn’t thought of before.”

That’s what a lot of folks have said to us about this new Combination Cold Air Shoe—Air Cleaner—Humidifier.

As a Cold Air Shoe it has all the unobstructed air passage of the ordinary cold air shoe. As an Air Cleaner it is something new and entirely different.

As a Humidifier it also introduces a new idea—*humidification by absorption*.

Write today for full mechanical details—let this new practical invention add to your profits.

As easy to install as the ordinary cold air shoe and its price is attractive.

F. MEYER & BRO. COMPANY

PEORIA

ILLINOIS

When writing mention AMERICAN ARTISAN—Thank you!

WHY

The City of Detroit Chose

ARMCO INGOT IRON

For Their New Pipe Line

THAT the City of Detroit chose rust-resisting ARMCO Ingot Iron for their new 9,300 foot water main is of tremendous importance to sheet metal contractors who are interested in giving their customers the most economical sheet metal.

Here, when an investment in 1,500 tons of one-half inch plates was concerned; where a careful study was made by a staff of competent water works engineers, ARMCO Ingot Iron's reputation for lasting endurance won. The Board of Water Commissioners know that long service from ARMCO Ingot Iron pipe line warrants the added initial investment.

This is an outstanding recognition of ARMCO Ingot Iron's superiority.

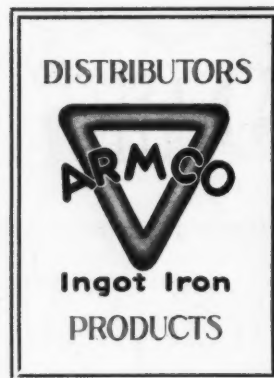
For twenty-one years, ARMCO Ingot Iron has met the demands of service conditions. It was developed to fill a definite need for long lasting metal. It was not

just a chance discovery, but the result of directed research.

Detroit is not building for a day. The judgment of the Board of Water Commissioners is sound, and their reasoning is similar to that which the sheet metal contractors must meet with their customers.

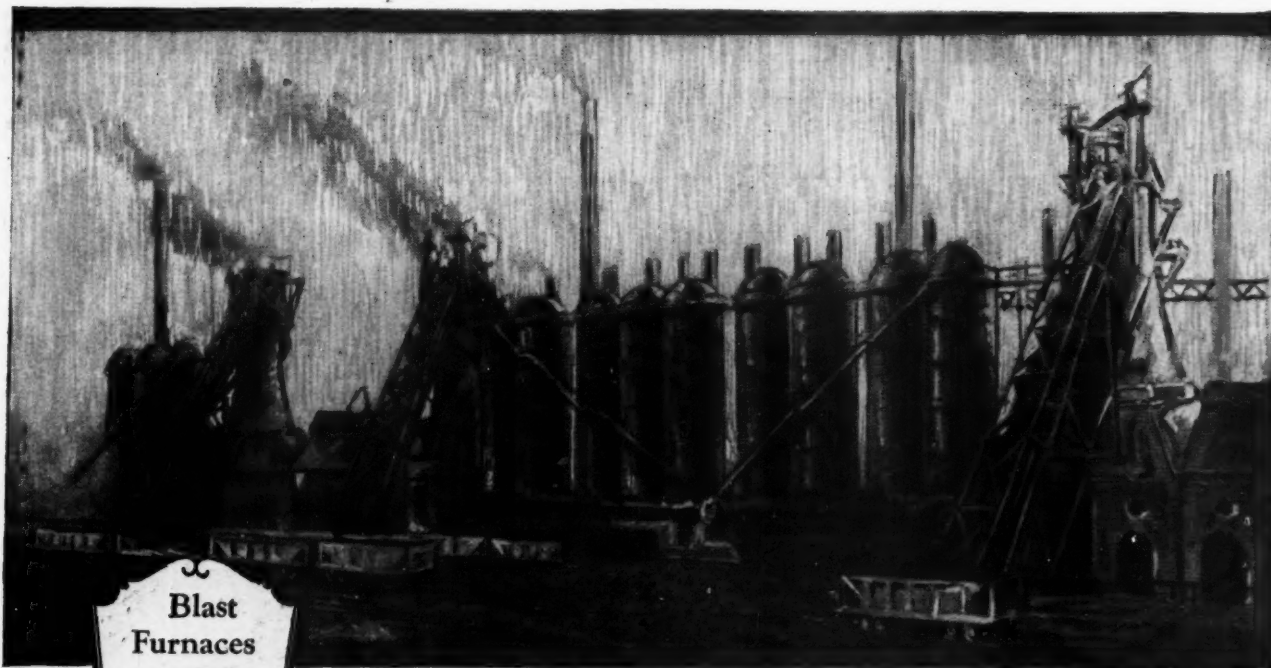
And, sheet metal contractors have the same backing that the ARMCO Engineers who sold this job had. Twenty-one years of service, coupled with recognition—the result of fourteen years of consistent national advertising that has built customer acceptance.

The same qualities of ARMCO Ingot Iron that won its choice for this outstanding pipe job, will help you sell it for your sheet metal job. Salesmen of the ARMCO Distributors' Association will be glad to tell you more about ARMCO Ingot Iron, and the many sales helps that back up the sheet metal contractor.



The ARMCO DISTRIBUTORS' ASSOCIATION of AMERICA
Executive Offices: Middletown, Ohio

ARMCO INGOT IRON RESISTS RUST



**Blast
Furnaces**
at the Indiana
Harbor Works
of Inland
Steel Co.

At this great plant, the largest independent steel works in the Middle West, every process is accomplished by science, equipment and experience that have been proved to produce the high grade of steel that bears the Inland trademark.

INLAND *Copper Alloy* STEEL SHEETS

Since Pig Iron is the backbone of INLAND *Copper Alloy* STEEL SHEETS, we count no effort wasted to make this metal pure, uniform, dependable. Thus we make a careful analysis and study of all coke, ore and limestone before the materials are charged into the blast furnaces, where, under the supervision of experts, they are converted into pig iron. Inland pig iron is known far and wide for its splendid quality and its uniformity. Those who use it, refer to it as "unusually high grade iron."

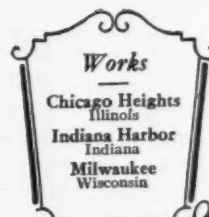
Remember the importance of these preliminary steps, when you see the excellence of metal and finish in INLAND *Copper Alloy* STEEL SHEETS.

Send for our descriptive booklet. It is new, complete.

Contributing Member Sheet Steel Trade Extension Committee.



INLAND STEEL COMPANY
38 South Dearborn Street
Chicago



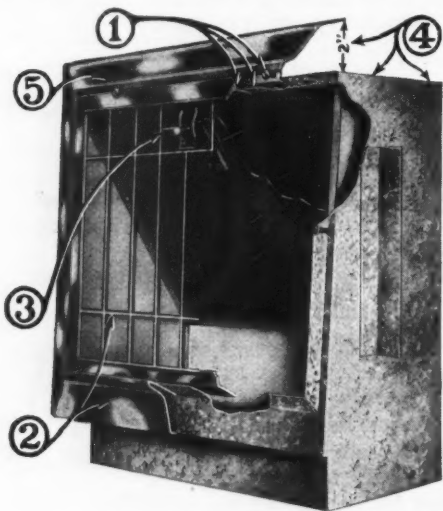
SHEETS BARS PLATES SHAPES RAILS TRACK ACCESSORIES RIVETS BILLETS

... and when the prospective customer says:

"Yes, but the walls become streaked with dirt from the registers."

You say --- "NO Sir, not with

NO STREAK
REGISTERS



—then you show them why these features prevent the walls from becoming streaked

1. Expanding Interlapping Slip-joint connection which prevents the air from streaking the walls.
2. Steel frame and Removable Grille, having Over-Capacity Free Air Opening.
3. Malleable Lever easily operated by Hand or Foot, Absolutely Trouble-proof.
4. Galvanized, tin lined box having Floor line, Wall line and Recessed top collar. Note 2 inch trimming space around box.
5. Easy fastening by two large Oval Head Bolts.

Write for Catalog No. 9 which tells all about the Rock Island line.

ROCK ISLAND REGISTER CO.
ROCK ISLAND, ILL.

ROCK ISLAND REGISTER CO.,
2435 5th Ave., ROCK ISLAND, ILL.

Send me your Catalog and Price List.

Name

Street

Town

State

A.A.

When writing mention AMERICAN ARTISAN—Thank you!

How your customers this extra value

THESE FEATURES

Reinforcing lugs at top of combustion chamber for added strength and solid support for radiator—Doors hinged directly to main castings—No bolts or cement needed to place front in position—Ribbed construction of dome and firepot—One piece radiator—

MAKE SALES



MELLOW
The Improved Heating Unit

HERE is a furnace that actually allows you to sell *quality* and still have your price reasonable. It will match your Standard Code installations, give you plenty of talking points and back it all up by delivering real long lasting service.

It is quality built of heavy high grade castings perfectly fitted. It is a finished job in every particular—unusually deep cup joints—large water pan—large doors—deep ash pit—large tight fitting clean out door—one piece base ring and ash pit bottom—in fact every feature you want.

Get full details and prices today
—let the Mellow give you an extra profit.

Sales Representatives

John Carter, Jr. 633 Oakland, Kansas City, Kansas
A. H. Johnson. 1210 Penn Ave., Pittsburgh, Pa.
J. C. Kingco Co. 8000 Linwood Ave., Detroit, Michigan
J. A. McTaggart. 122 Camden Ave., Buffalo, N. Y.
National Sheet Metal Wks. 3168 Mission St., San Francisco, Cal.
J. F. O'Donnell. 674 Multnomah, Portland, Oregon
L. P. Phillips. 3304 S. W. 7th St., Des Moines, Iowa
St. Paul Furnace Co. 343 University, St. Paul, Minnesota

LIBERTY FOUNDRY COMPANY
ST. LOUIS, MO.

"With Anaconda Copper we can give our customers the kind of work they want"



... says Jake Dermon
Sheet Metal Contractor
of Memphis, Tennessee

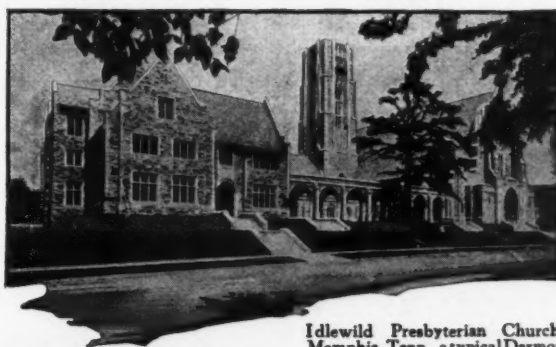
SKILLED workmanship and reliable materials—this is the winning combination which has brought prestige and profits to the Dermon shop in Memphis, Tenn. Mr. Dermon has found Anaconda Sheet Copper extremely satisfactory to work with. He has found that his customers know Anaconda and that they have confidence in him and the job when they know the work will be done with this well-known brand. Here is how he puts it:

"Working with a quality material is always an incentive for a workman to do his level best. That has been our experience with Anaconda Copper. It is extremely easy to work up into any form or shape, and its purity and uniformity are guaranteed by the Anaconda people, pioneers in the copper business. Our customers appear to have the same respect for the name Anaconda and what it stands for that we do. They know that if the job is done with Anaconda Copper, it will be money well laid out. They realize that a shop like ours, which uses Anaconda exclusively, will give them the kind of work they want."

Anaconda Copper is manufactured with the highest metallurgical skill by the world's largest and most experienced producers of Copper, Brass and Bronze. Its uniform quality and workability are due to the

scrupulous care attending every stage of manufacture from mine to finished product.

Stocks in the form of Rolls, Strips and clean flat sheets of uniform gauge are maintained by leading distributors, assuring prompt deliveries to all sections of the country. The American Brass Company, General Offices: Waterbury, Connecticut.



Idlewild Presbyterian Church, Memphis, Tenn., a typical Dermon installation. 25,000 pounds of Anaconda Copper were used in connection with this job on flat roof decks, gutters, rain-pipes and roof flashings. The church was designed by Piel & Awsumb, Architects, Memphis.

Other Dermon jobs in Memphis on which from 15,000 to 65,000 pounds of Anaconda Copper were used include the Fisher Body Plant, Memphis Steam Laundry, Kraus & Co., cleaning and dyeing plant, the Elks Club and the Farnsworth Building.

ANACONDA COPPER



Look for the name ANACONDA in every sheet and strip. Leading Supply Houses carry it.

Mention AMERICAN ARTISAN in your reply—Thank you!

Entered as second class matter, March 26, 1928, at the Post Office at Chicago, Ill., under act of March 3, 1879. Formerly entered on June 25, 1887, as American Artisan and Hardware Record.

Founded 1880

American Artisan

The Warm Air Heating and Sheet Metal Journal

Yearly Subscription Price:

United States \$2.00
Canada \$3.00
Foreign \$4.00

Published EVERY SATURDAY—to Promote Better Warm Air Heating and Sheet Metal Work

PORTER - SPOFFORD - LANGTRY CORPORATION

139 North Clark Street, Chicago—Telephone Central 7670

Fred D. Porter, *President* John C. Langtry, *Vice-President* Howard H. Bede, *Secretary*
Editor: G. J. Duerr Business Manager: Etta Cohn

Advertising Representatives:

Charles E. Kennedy — J. F. Johnson

New York Office: 1403 Pershing Square Bldg., 100 E. 42nd St. Tel. Ashland 5342

F. R. Whitten, *Eastern Representative*

Vol. 97, No. 22

CHICAGO, JUNE 8, 1929

\$2.00 Per Year

Table of Contents

	Page		Page
Sheet Metal Contractors Make Whoopee at Baltimore, by George Duerr	71	Williams Oil-O-Matic Fifth International Convention, by J. F. Johnson	86
Complete Story of the National Sheet Metal Contractors Convention		Three Thousand Oil Burner Dealers See New Products and Hear Sales Talks	
"What's Around the Corner," by Bennett Chapple	78	Warm Air Heating Advertisements That Hit the Public Eye and Heart	89
A Heart-to-Heart Talk Given at the National Convention		Presenting Some Attractive Dealer Newspaper Advertisements	
The Trade Development Book, by George Harms	82	Edward L. Ryerson, Jr., Elected President of Ryersons.....	90
Report of the Trade Development Committee Given at the National Convention		Notes and Queries.....	92
Big Opportunity in School House Heating, by O. W. Kothe.....	84	A Department of Questions and Answers for Our Readers	
Mr. Kothe Tells How to Heat the School		Random Notes and Sketches, by Sidney Arnold	94
		A Little Nonsense to Brighten the Day	



Direct from the "Hot House" to the Sheet Metal Worker

HOT house flowers and sheets have something in common. They live longest at the proper temperature.

At the Ryerson "hot house" for sheets the temperature remains the same 'though the thermometer outside may register 15 below or 95 above. This exceptional care assures the sheet metal worker perfect material for every job—a method of preservation difficult to maintain in the sheet metal shop.

Buy your sheets as you need them from the nearest Ryerson plant. The same order may include rivets, bolts, bars, angles, channels and any other steel products that you may require. Our large and diversified stocks of everything in iron and steel are at your command. Draw on the plant nearest you.

Partial List of Sheets Carried in Stock:

Ascoloy	Patent Leveled	Deep Stamping	Partition Steel	Lead Coated (Ternes)
Black Steel	Silver Finish	Armco Enameling	Electrical	Allegheny Metal
Blue Annealed	"C" Pickled	Uniform Blue	Armco Galvanized	Corrugated Sheets
Galvanized	Single Pickled	Bill Posters	Tool Steel	Armco Ingot Iron

WRITE FOR THE RYERSON JOURNAL AND STOCK LIST, THE "KEY" TO IMMEDIATE STEEL

JOSEPH T. RYERSON & SON INC.

Plants: Chicago, Milwaukee, St. Louis, Cincinnati, Detroit, Cleveland, Buffalo, Boston, Jersey City
Representation in: Minneapolis, Rockford, Kansas City, Houston, Tulsa, Newark, New York, Denver, Los Angeles, San Francisco

RYERSON

STEEL - SERVICE

Say you saw it in AMERICAN ARTISAN—Thank you!

The
Original
Steel Furnace
Now In Its
Forty-Seventh
Year

WEIR

Made by
The Founders
of the
Steel
Furnace
Industry

LIKE

ALL

GOOD
THINGS

IT

DOES

COST

MORE

THE average prospect for a heating system is much like yourself or anyone else.

He *wants* high quality and naturally he wants it at the lowest possible cost. Whether he is buying shoes, an automobile, or a diamond, he is a bargain hunter.

It is a good thing he is of this nature because it gives him a better understanding of values. It actually makes it *easier* to sell him the higher grade article or service.

So it is with Weir sales. The Weir costs more but it is worth it and you and your customers can see *this worth* easily.

It is only common horse sense that will tell *any* prospect that in a heating plant it is true bargain hunting to buy only that which will give the best heating service for the longest time.

How hard have you tried to sell Standard Code installations and high quality furnaces? You'll be surprised to find that it is easier and more profitable work to talk quality than to install poor jobs.

The Weir will provide you with the kind of quality you can talk about—*profitably*.

The Weir from top to bottom is extra quality—write for a copy of the Weir "BOOK OF FACTS."

THE MEYER FURNACE CO.
PEORIA-ILLINOIS

The
Highest
Grade
Steel
Furnace
Made

THE FURNACE FOR EVERY GOOD INSTALLATION



American Artisan

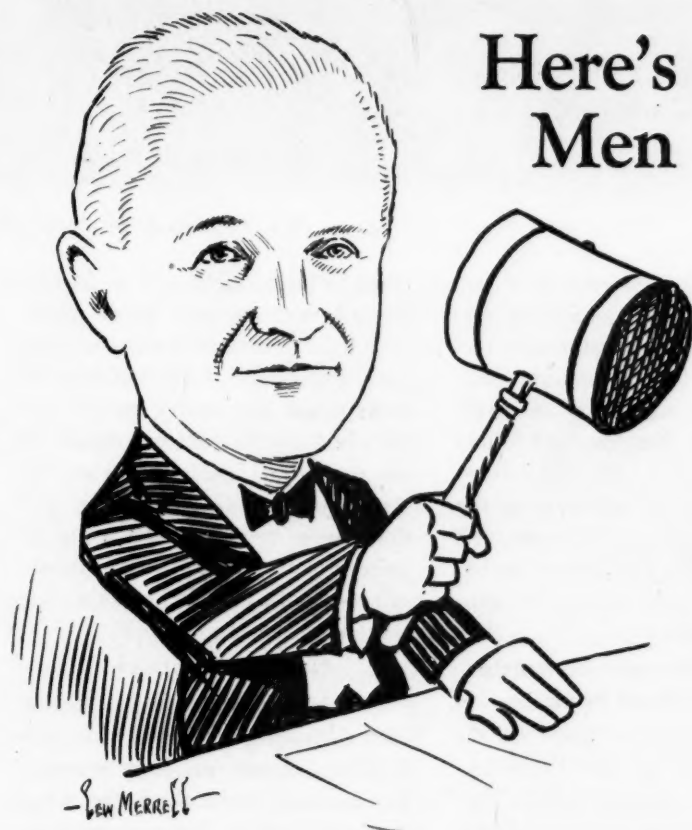
The Warm Air Heating and Sheet Metal Journal



Vol. 97

CHICAGO, JUNE 8, 1929

No. 22



Here's How Sheet Metal Men Made WHOOPEE

at

BALTIMORE CONVENTION

Report of
Silver Anniversary Meeting
of
National Sheet Metal Association
June 3-4-5-6-7

By George Duerr

NEW developments in the sheet metal industry that will make business better, discussion of the impracticability of the 5-year guarantee on roofing when the contractor is not permitted to make the specifications, and the final report on the completion of the Trade Development Book were the high points of the opening session of the Silver Anniversary convention, the National Association of Sheet Metal Contractors.

The meeting was opened Tuesday morning, June 4, 1929, in the Lord Baltimore Hotel, Baltimore, Maryland, by W. A. Fingles, Sr., general chairman of the convention committee. In his remarks Mr. Fingles recalled the occasion of the formation of the association and the purposes for which the organization was brought into being at Philadelphia, stating that at that time he had

hardly expected to enjoy the pleasure of greeting the association membership in his home town on the 25th anniversary of the then young infant that was brought into being.

He further called attention to the fact that only four of the charter members, President Paul L. Biersach, Otto Goebel, John A. Pierpont and himself, were present at the convention marking the quarter century milestone of the association.

It is the duty of the general chairman of the convention to introduce the first speaker of the day, usually the mayor of the city in which the meeting is held, but in the absence of the mayor Mr. Fingles introduced the mayor's secretary, Theodore McKelden, who described briefly the History of Baltimore and some of the reasons for its rapid growth. In the midst of this the mayor made his appear-

ance and continued. The mayor expressed himself as being particularly interested in the sheet metal industry, having been an apprentice and journeyman himself at one time, and for that reason was doubly cordial in his welcome of the boys to Baltimore.

W. C. Markle, secretary of the association, responded to the address of welcome in a most fitting and proper manner. He paid a compliment to the Baltimore boys in working as they did to make the convention the success he knew it was going to be, and which it was. The meeting was then turned over to President Biersach.

The appointment of committees was the president's first act upon assuming charge. The committees appointed were as follows:

Resolutions: J. A. Pierpont, M. J. Lieberman and Louis Rysdon.



The National Sheet Metal Contractors

Conve

Credentials: A. B. Rysdon, W. A. Fingles, Jr., and Wm. Hering.

Auditing: O. E. Hutchison, Joseph Gardner and Otto Goebel.

Nominating: Louis Rysdon, W. F. Angermyer, J. M. Holstner (elected), R. C. Richards and E. H. Riesmier (appointed). In making up this committee three men are nominated from the floor and the president appoints the other two. Nominations from the floor resulted in placing in nomination F. J. Hoersting, Louis Rysdon, E. H. Riesmier, W. F. Angermyer, R. C. Richardson, J. E. Piper and J. M. Holstner. Balloting was indulged in, Hoersting receiving 18 votes; Rysdon, 35; Riesmier, 23; Angermyer, 38; R. C. Richardson, 27; Holstner, 40; Piper, 21. The fourth and fifth highest in the balloting were appointed by the president in this case.

Then came the president's, secretary's and treasurer's report.

Annual Address of President Paul L. Biersach

The foundation of this organization was laid a quarter of a century ago with the object of furthering the best interests of those identified in the sheet metal industry, the education of those that required it and the protection of our interests in general. And here we are today on our eventful Twenty-fifth Anniversary, assembled in convention in the historic city of Baltimore to solve the problems with which the industry is confronted.

I know that we are all proud to celebrate this event, because it is

one that should encourage us to put forth greater efforts; to work for the progress of our organization and the industry. There are but four of the original organizers still with us, viz., W. A. Fingles, J. A. Pierpont, Otto Goebel and P. L. Biersach. I believe I am voicing the sentiments of these by expressing our satisfaction and pleasure in being able to be with you at the convention in Baltimore.

Trade Development Committee, Sheet Metal Book

We can report to you that the tremendous task of the Trade Development Committee which had under their charge the compilation of this book, entitled, "Standard Practice in Sheet Metal," that their labors are about at an end. The book is now in the hands of the printers, the Excelsior Printing Co., Chicago, and will be ready for distribution about August.

I will not go into detail on the same, but I will let George Harms do this when he makes his report. I must call your attention to the fact, however, that if we were not so fortunate to possess in our ranks a "George Harms," I fear that it would have been impossible to carry this huge project through to a successful conclusion.

Up to this time about 1,200 books have been subscribed and partially paid for; as 5,000 books have been ordered, it behooves us all to lend our assistance in disposing of the balance. Then we should think of printing our second 5,000 for dis-

posal, which ought to be accomplished without any great effort, as not only every architect and engineer, employers of the building industry, but also every employe in the sheet metal industry should be the owner of one. If this can be done, your association will be in a flourishing condition. So let us all unite in putting this over so that our efforts can be centered on other important organization work.

National Contractor

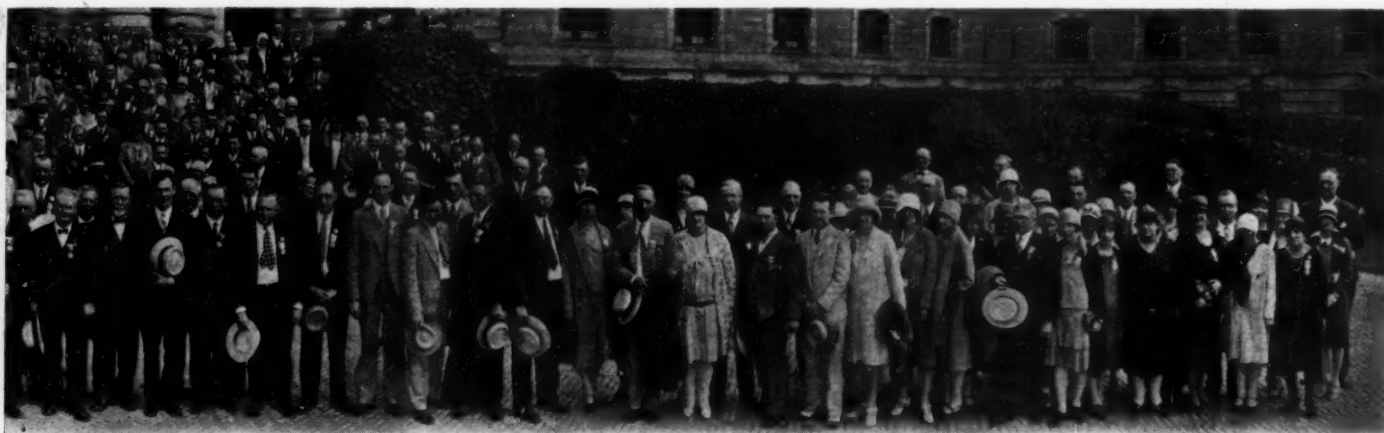
It is hardly necessary to elucidate materially on our wonderful publication. Since our able secretary has assumed control of the same, marked monthly improvements are noticeable.

Committees

You will appreciate the activities of our committees when you hear their reports, which will be very interesting and bring forth some new issues and problems which you should consider wisely. All of these committees have faithfully performed and your president appreciated their splendid work in our behalf.

Organization

Unfortunately funds were not available to carry on this work which is so necessary for the acquirement of new members; organization of localities as Local Units, etc., as all our time and money was spent and devoted to the book. Your president attended three state conventions, Pennsylvania at Lancaster, Illinois at Peoria, and Wisconsin in Milwaukee. All these con-



Convention Delegates and Visitors at Annapolis

ventions were successful in every respect and demonstrates an incentive towards bettering conditions for the sheet metal contractor through organization work. I regretted exceedingly at not being able to visit all the conventions during the year, but I was required to keep always in mind the fact that every dollar we earned must go to our book.

Finances

During the past years our finances have not been what they should be in an organization such as ours. Such a condition hampered us and practically voided the possibility of our using some of the funds for organization work. But this will surely be remedied now that we have the book out of the way and surely a good surplus should remain to us from its sale if the entire membership cooperates.

Obituary

With the profoundest regrets I wish to report the irreparable loss our organization has sustained through the death of some of our most active members and although I can not mention them all, still I can not refrain from speaking of such able and noble characters as C. N. Louis of Peoria and Harry J. Dettmers of Chicago. They were always at hand to assist with deeds, not words, and we certainly have felt their absence in the council of our association.

Outlook Favorable

In my opinion the outlook of the ensuing year is very promising and encouraging. With the production

of our book out of the way I recommend, so far as the finances will permit, to put forth our efforts on organization work. I am quite sure that if personal visits are made either by our national secretary or an organizer, enlistments can be made as individuals, or local organizations. This work should be vigorously pushed and not allowed to lag.

I also wish to appeal personally to every member of our association to give my successor and the officers the greatest possible support. Remember, the officers can only succeed in their task for which you have elected them as your servants if you will cooperate with them. How much more effective would their work be if each member performed and did his duty towards our organization. So let us all determine to do something to increase the effectiveness and strength of our association.

In closing I wish to heartily thank every one of the many who have assisted me during the past year. It has been a great pleasure to work with our officers and for you, and my wish shall be that our organization shall prosper and grow. I attest to the loyal support of my fellow officers and hope that the incoming administration will be successful in their endeavors. My heart has been with our work and I shall not lose interest when I retire to the ranks.

In making his report the secretary stated all the available funds of

the association were being used for completion and printing of the book and for that reason most of the other activities of the secretary's office were not being given the attention they deserve. As soon as the book is safely out of the way, however, that work will again be taken up and pushed with vigor.

Bennett Chapple Inspires

"What's Around the Corner in the Sheet Metal Business?" was the subject upon which Bennett Chapple, Sr., vice-president of the American Rolling Mill Company, discussed upon at the opening of the afternoon session. What Mr. Chapple had to say was listened to with the greatest intensity of interest, as he brought the sheet metal contractors a message of good cheer as only Mr. Chapple can bring such a message. The complete address will be found on another page of this issue. Look for it and read it carefully. It may be the answer to one of your biggest problems.

Stanley A. Knisely, director of publicity of the Sheet Steel Trade Extension Committee, gave a very interesting discourse on public apathy as the enemy to the sheet metal contracting business.

He pointed out, however, that the situation is not actually as bad as some sheet metal contractors like to paint it, calling attention to the large number of forces that are working together to improve conditions in the industry.

Some very interesting statistics have been compiled by the Sheet

Steel Trade Extension Committee and as soon as they are released will show the contractor a way out in one respect at least.

George Harms then made what he considers his final report on the Trade Development Book. This report contains a survey of the work on the book and mention of E. A. Scott and W. C. Markle, who deserve special credit for the work they have done on the book. This report in full will be found on another page of this issue. Read it and learn how you can help in the distribution of this book when it makes its appearance.

E. A. Scott, publisher, *Sheet Metal Worker*, spoke on an appreciation of the value of the Trade Development Book to the sheet metal industry, stating his belief that few sheet metal men have a clear idea of just what that value is. He then stated the purpose of the book is to supply the architect with a standard of practice in the sheet metal industry so as to make it possible for the architect to specify sheet metal with a confidence that it will give the service and satisfaction desired.

He counseled sheet metal men to make the most of presenting the book to the architects by first studying it thoroughly so that they can enlighten the architect about its content and purpose for compilation. He told them to point out clearly that the book contains no advertising and no specific brands of material are mentioned in its pages; that the book has been compiled by the association with the sole object in view to place in the hands of architects full information on the best practice in the application of sheet metal. In other words, sell the association to the architects. For, after all, the best kind of advertising is that which gives information.

The distribution of the book is a real problem, according to Mr. Scott, and the sheet metal men must solve it by selling the idea to men who are not members of the association.

He offered the suggestion that the libraries, no doubt, would wish to

purchase copies, and that there are perhaps 1,000 schools in which sheet metal work is being taught where additional copies could be disposed of.

George I. Ray offered a resolution that the Trade Development Committee be continued another year and that an order be given the printer of the Trade Development Book for a second 5,000 copies of the book immediately after the first edition is run off. This will save considerable expense. The motion passed.

George Thesmacher paid a high compliment to George Harms, stating that Mr. Harms personally had backed the production of the book to the extent of \$10,000, in addition to the vast amount of work he has put into it.

A very interesting discussion was given on Monel Metal, illustrated with slides, by A. H. Galley, International Nickel Company. This was enjoyed by all.

Louis Rysdon presented a recommendation from the Code of Ethics Committee to the effect that a rider be placed upon the Code of Ethics adopted by the association last year giving a 5-year guarantee.

O. E. Hutchison spoke in opposition to such a guarantee where the sheet metal contractor is not permitted to use his own judgment about the materials he employs or the manner in which they are erected.

George Thesmacher was of the opinion that a flat guarantee without modification is impossible of application, but contractor should not hesitate to guarantee where he is consulted as to materials and application.

George Harms also voiced a similar opinion.

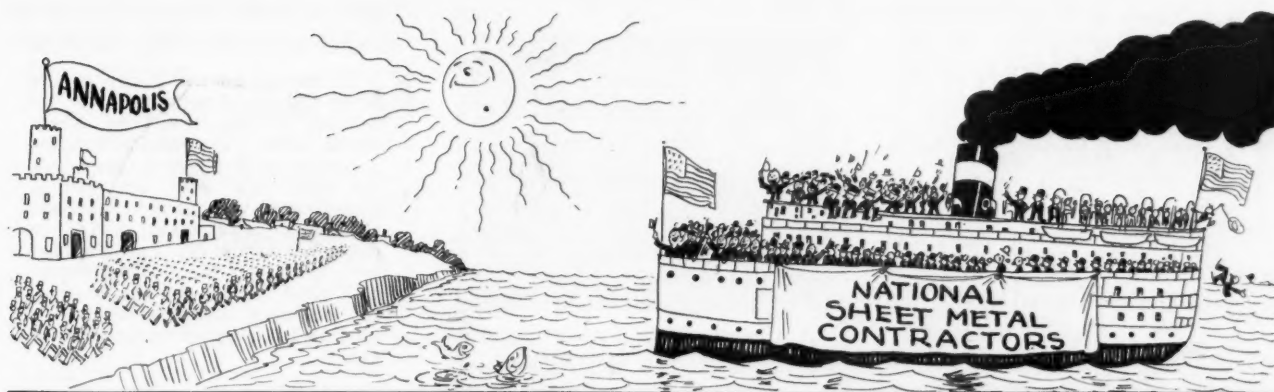
The matter was finally disposed of by referring it back to the committee for revision. A further report on this matter will be given later.

Never Knew So Much Could Be Packed Into One Day

Wednesday was a day of pleasure and recreation and what a day it was! Mr. Fingles prides himself on being a stickler for detail and with good reason. Why, in planning the day's activities he thought of everything. Not only of the big things, but of the little details that go toward making a success of any undertaking.

**The snapshots taken at
Annapolis and on the
boat will be published in
next week's issue of
AMERICAN ARTISAN.**

**WATCH FOR THAT
PICTURE NEXT WEEK**



The day opened for the early risers with a trip through the Baltimore Copper Mills. Busses transported those who cared to go from the hotel to the mills. To describe all that I saw and learned about the production of copper sheets would require a volume of considerable magnitude. Guides were on hand to explain each process. The procedure opens with a melting furnace being loaded with pigs of copper shipped in from various copper mines. In this furnace the copper pigs are melted down and are poured off into annodes weighing in the neighborhood of 700 or 800 pounds. These annodes, although containing 99 per cent pure copper, are sent to the next department, that of electrolyzing, where by means of electrolysis the copper is refined and all of the gold, silver, and other foreign matter is removed. The process of electrolysis consists in passing an electric current through wires forming positive and negative poles immersed in a sulphuric acid solution, the sheet of copper to be refined forming the anode and the refined copper being the cathode. As the process of electrolysis proceeds, the copper anode is broken down and carried in minute particles across to the negative pole and deposited there. But in this process the other metals and impurities in the copper sink to the bottom of the tank, leaving the copper as deposited in an almost perfectly pure state.

From this metal the copper sheets are made. And all of these processes we saw, including the rolling, pickling, cleaning, tinning, burnishing and packing ready for shipment.

In detailing this portion of the day's program, I want to say that the guides who accompanied us on the tour were extremely courteous, taking undue pains to explain each process in a manner that gave us a clear picture of the entire procedure. And I, for one, want these men to know that their efforts were greatly appreciated, as was the courtesy of the Baltimore Copper Mills in extending an invitation to visit the plant.

From the mills the delegates were taken to the pier where the City of Atlanta awaited them with those who had not cared to go through the mills. The ride down the Chesapeake Bay to Annapolis was a most enjoyable experience. There was dancing and singing on the boat and at noon a wonderful luncheon was served by colored waiters.

After luncheon a short business session was held, but between gazing at battleships and beautiful shore line, there was little attention paid to the meeting.

However, a very comprehensive report was read from C. W. Pansch on the Allied Construction Industries, with a recommendation that the association give its endorsement to the work. Inasmuch as the recommendation was fully in line with association's own Code of Ethics, the endorsement was immediately forthcoming.

Louis Luckhardt made a splendid report on the Vocational Education activities of the association, which was well received.

J. E. Merrick reported on the By-Laws Committee activities, and made a recommendation that an associate membership in the associa-

tion is impractical, for the reason that the organization could not have two rates for dues without some change in the present method of collecting them.

J. T. Hay, Central Alloy Steel Corporation, gave an address in which in a very brief space of time he gave his audience a most comprehensive outline of what takes place when iron rusts, pointing out the causes for rusting and how oxidation may be prevented. His talk was very much enjoyed.

On the Grounds at Annapolis

Shortly after the close of the session on the boat, we reached Annapolis. Here everybody disembarked and assembled for the convention group picture. Then on to the parade grounds where at 5 o'clock the cadets were put through their paces and it was a very impressive sight to see regiment after regiment march out upon the field in parade uniform and maneuver with clock like precision in response to the orders of the officers in command.

Following the display of military drill, the honor men were presented with various prizes for supremacy in work in the branches of the activities in which they excelled, this being graduation week at the U. S. Naval Academy, and thousands of people from all parts of the country were present. The presentation to the honor students was made by Secretary of the Navy Adams, and was very impressive.

The entire campus was pervaded with a gala atmosphere, and the enjoyment derived by the sheet metal people in attending a part of the graduation exercises at Annapolis

spoke volumes in tribute to the excellent judgment of Mr. Fingles and his estimable committee in timing the convention just right and in every other way making it possible for the delegates to witness this spectacle.

Reembarking on the boat, the delegates were treated to a most gorgeous dinner of baked crabs, fried chicken, etc. This was followed by dancing, singing and other activities continuing until the boat docked again and the delegates were taken to the hotel by busses.

Guarantee Question Settled

Fred Bemmer, of the Associated Sheet Metal Employers of Chicago, reported on the Mooseheart plan. No further action seemed possible on this matter until the production of the Trade Development Book is out of the way; therefore the report was ordered filed and the committee discharged to be called into being again should occasion arise.

A. B. Rysdon was called upon for a report of the credentials committee. There were 74 of these turned in, 69 delegates' and 5 alternates'.

A. B. Rysdon also reported on the Accident Prevention Committee. This report indicated that action to stop adverse legislation on accident prevention is necessary at this time. Such legislation is hamstringing the activities of building contractors to such an extent, without accomplishing the desired objective, as to be a serious menace. A great deal of education is required to bring order out of chaos in this branch of activity.

Election of Officers

The election of officers resulted as follows:

President, J. E. Merrick, Louisville.

First vice president, George I. Ray, Charlotte, N. C.

Second vice president, Harry Stanyer, Dallas, Texas.

Third vice president, M. F. Lieberman, Ambridge, Pa.

Fourth vice president, George Clark, Chicago.

Treasurer, Joseph C. Gardner, Indianapolis.

Trustees

For the 3-year term: Louis Luckhardt, Pittsburgh; Jules Gerock, Jr., St. Louis; James Walsh, San Antonio.

For one year: W. C. Wiedermann and George F. Carrahar.

Sergeant-at-arms, O. W. Gragan.

A report of the Labor Committee, made by W. F. Angermyer, contained some very enlightening pointers on the labor situation.

John A. Pierpont reported on the Chamber of Commerce activities during the year.

C. E. Walsh, manager Pennsylvania Railroad purchasing department, gave a very enlightening address on the plan of buying materials and supplies of a great railroad, which proved intensely interesting to the assembly.

Mr. Pierpont suggested that the Trade Development Board be submitted to the Chamber of Commerce of U. S. award committee for competition for a medal awarded for meritorious service to the industry.

George I. Ray reported on the finances of the association, showing that the activities of the association have been seriously curtailed for the present because of a lack of funds with which to work and also due to the fact that the secretary's time has been almost exclusively devoted to the production of the Trade Development Book now in the hands of the printer.

Henry Geussenhainer read reports on the Overhead Expense and Uniform Mechanics Lien Law Committees of which his father, Otto Geussenhainer, is chairman, the elder Geussenhainer having found it impossible to attend the convention.

The matter of the 5-year guarantee was definitely disposed of after the report on this was made by Louis Rysdon. Here is how the matter was disposed of: The rider on the Code of Ethics was discarded and the following quotation is to be inserted in the last paragraph of Section 5 of the Code of

Ethics adopted by the association at its Cleveland convention last year:

"It should be the policy of the Sheet Metal Contractor not to hesitate to guarantee the Sheet Metal Work executed by him for a period of five years, providing the work has been specified in accordance with the 'Standard Practice of Sheet Metal Work,' as published by the National Association of Sheet Metal Contractors of United States, and the contractor has been consulted as to the kind and quality of material to be used."

E. H. Riesmyer gave a very able talk on the warm air furnace industry, stating some of the things which the National Association of Sheet Metal Contractors could do to make conditions better for the warm air furnace installer. He called attention to some of the practices in which manufacturers were indulging that are a detriment to the industry and recommended that pressure be brought to bear to cause their discontinuance.

Air conditioning and forced air heating are in prospect of coming into general use and the contractor should prepare himself to handle the resulting business.

The selection of the next convention city was left to the incoming Board of Directors.

On the plans submitted for bids the actual price was \$2,600. The nearest bid to that was 2,412.70 of Albert J. Wagner, Chicago, who won \$5.00. Geo. F. Carrahan won second prize with a bid of \$2,849.

Jack Stowell, Aurora, Illinois, was on hand and gave a splendid talk on "Better Business and More of It for the Heating Contractor." The talk was inspirational in nature and contained many valuable pointers on how the sheet metal and warm air heating contractor can so arrange his affairs so as to bring more of the profitable business into his shop.

He illustrated by means of charts the application of the Standard Code and also gave a short cut method on the figuring of a furnace job which will assist the contractor to save a great deal of time. The address was listened to intently by the assembly and many questions were asked, indicating the contrac-

tors are taking a firm hold on the Standard Code which was not always the case.

The Big Banquet

The banquet was one gorgeous affair. Too much could not be said in praise of the committee and Billy Fingles for the exceptionally splendid work they did.

The local boys thought so much of Billy they presented him with a beautiful silver bowl.

Our outgoing president, Paul Biersach, was shown that his work was greatly appreciated when he was presented with a gold watch. Everybody was getting presents. Jules Gerock, the mighty treasurer, was remembered with a gift and Ed. Merrick received a heap of roses from the Louisville local.

Mary O'Leary was presented with a beautiful beaded bag and Virginia Hutchison received a suit of pajamas.

G. F. Stanton of the Baltimore Copper Mills presented many prizes.

Roy Danzer of Hagerstown, Md., acted as toastmaster and he performed his duties in a manner that was most pleasing and entertaining.

The Baltimore local was given a big ovation for the brilliant manner in which they made the convention visitors welcome and their stay enjoyable.

The Baltimore ladies should be given special mention for the efficient manner in which they co-operated to care for the visiting ladies' entertainment and Billy Fingles is entitled to a standing vote of thanks for his untiring work.

The trade paper editors were praised for their cooperation in helping to make the convention a well attended success.

W. B. Burruss gave the principal talk of the evening. His subject was "Shakespeare as a Salesman," and it was well received.

Friday Morning

Friday morning was given over to committee reports and resolutions and when this was over the folks talked about the wonderful time



Here They Are!

Members of the Baltimore Sheet Metal Contractors' Association. To them was entrusted the staging of the Silver Anniversary convention of the National Association of Sheet Metal Contractors. They were the forces back of the scenes that made the wheels go around. It was due to their excellence in planning months ahead and the military precision and skill with which the necessary work was carried out that the convention proved to be the great success it was. We take off our hats to the Baltimore boys as they pass in review. Their work was well done and they well deserved the plaudits that were heaped upon them as the curtain was rung down on the final day's session.

Reading left to right—

Top Row: Charles E. Brandt, Wm. F. Zeller, Wm. E. Cotton, Wm. G. Blandford, George Trautner, Joseph L. Hagger.

Middle Row: John J. Cotton, Harry C. Guenther, John E. LaMotte, Robert N. Francis, Wm. Hering, Samuel O. Bevans, Wm. A. Fingles, Jr.

Bottom Row: E. J. Ward, Philip H. Lenderking, Wm. A. Fingles, J. R. Hiss, Charles T. Brandt.

they had and started saying their good-byes.

And the Ladies Fared Well at the Convention

Since the organization of the ladies' auxiliary three years ago in Louisville, the national conventions have been distinguished by the interesting and varied programs prepared to entertain the feminine contingent. And Baltimore extended the far-famed southern hospitality to all—but took especial thought of the ladies. The Baltimore auxiliary, which was formed only a short time before the convention, deserves unstinted praise for the delightful way it filled in the ladies' time with successive pleasur-

able events. The first day a reception and luncheon was held in the hotel, followed by automobile trips to two large industrial plants where the ladies were courteously shown through, and to Fort McHenry, the birthplace of the "Star Spangled Banner." In the evening a snappy dance orchestra, good singers and delicious refreshments featured the informal dance and entertainment given for the entire assemblage. The boat trip up the bay to Annapolis, with luncheon and dinner served on board, and a torrid colored band playing syncopated melodies as well as the Naval Academy dress parade, marked the second day as a memorable occasion.

A sightseeing tour, a luncheon followed by cards, and a sumptuous banquet followed by dancing and cards completed the third day.

On Thursday morning busses were chartered and the women were taken to Lock Raven about 13 miles from Baltimore where the city gets its water supply. The scenery was the most gorgeous. The trip required 3 hours' time and terminated at the May Company, where a luncheon was served.

After the luncheon the entire group of women played bridge. In every respect the women's committee outdid themselves in providing entertainment for the women and are deserving of great credit for the effort they put forth to see that everyone had a good time.

The election of officers resulted as follows:

President, Miss Mary O'Leary, Louisville.

First vice president, Mrs. Ed. Cuddy, St. Louis.

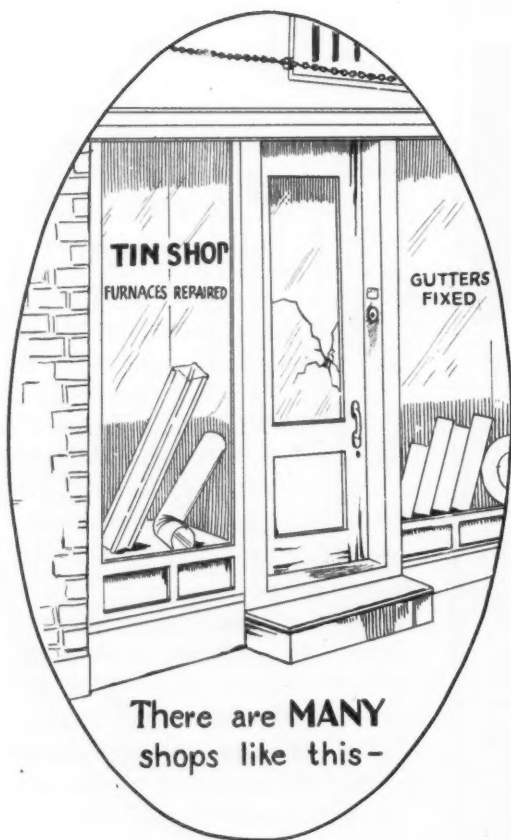
Second vice president, Mrs. J. A. Meier, Evansville, Ind.

Third vice president, Mrs. F. H. Baehr, Baltimore.

Secretary, Miss Dorothy Harpring, Louisville.

Treasurer, Miss Irene Fingles, Baltimore.

Directors, Mrs. W. Bowers, San Antonio, and Mrs. Louis Rysdon, Chicago.



What's Around t

By
BENNETT CHAPPLE

FOR THE

SHEET METAL C

MY subject is purposely blind because one never knows definitely just what is around the corner in life. It is natural to live in a state of expectancy. Hope springs eternal and none of us is so old that we do not yet hold some cherished dream of success or happiness that lies just around the corner. But will we ever turn the corner of our expectation? Will we ever catch up to our opportunity?

"It's a Long Lane That Has No Turning"

The sheet metal business for years has been traveling down a long, long lane and we are all familiar with the old saying: "It's a long lane that has no turning." Sometimes I think this lane of the sheet metal contracting business has been too much in the outskirts of modern business. We have simply got to get out of back alley locations and environment if the sheet metal industry is to take its proper place in the business world. The rustic lane of the

country-side may be beautiful with its overgrown hedges and brambles but it is wholly unfitted to carry the traffic of the busy day.

I submit that the lane of the sheet metal contracting business is so overgrown with old-fashioned customs and notions that the first task before us is a lot of wholesome grubbing. The thoroughfare for efficient business in this day and age must be paved with sound business practices. These include enthusiasm for the business, combined with proper budgeting, cost accounting and sales effort.

I put enthusiasm first for without enthusiasm in our effort the soul is dead, and the graveyard and not business is the place for the dead. Show me a successful sheet metal contracting business and I'll show you an enthusiastic, alert organization where every man takes pride and joy in his work. The man who is ashamed of the sheet metal business ought to get out of it—the sooner the better. He is hurting himself and the business. The man who doesn't know how to make money out of the sheet metal busi-

ness ought to get out of it before he is forced out by the inevitable law of destruction.

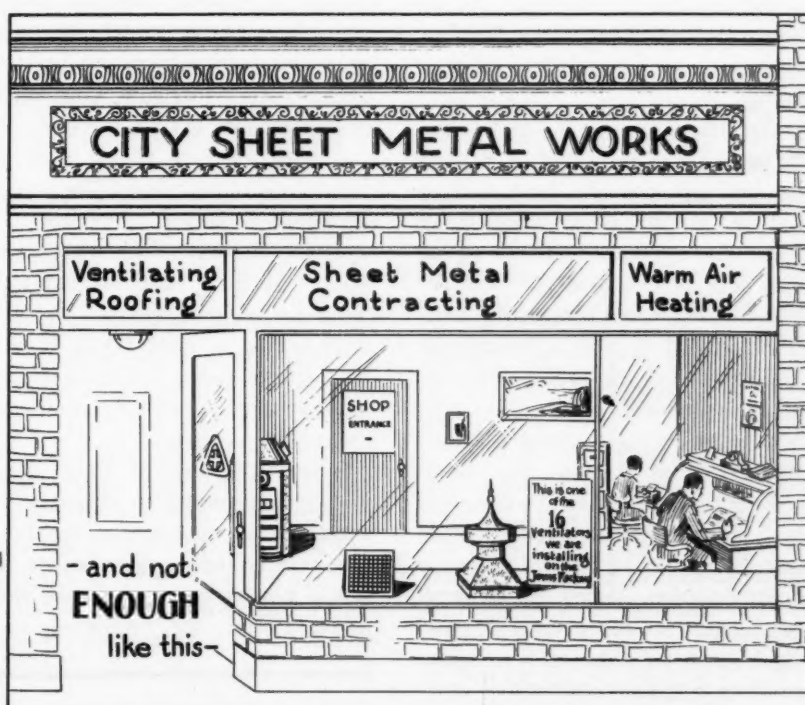
Psychology tells us it is a wholesome thing to take an honest inventory of ourselves as well as our business. Too often we inventory our business and forget to inventory ourselves. If we do not ask these questions of ourselves, Destiny will ask them of us. I had a dream the other night and in this dream I saw, just around the corner, this figure of Destiny standing. In one hand he held a cudgel, in the other he held a scepter of prosperity. What are you and what are you doing? I asked him boldly. In deep, sepulchral tones he said: "I am Progress in the sheet metal industry. I ask each sheet metal man who comes my way five questions and deal with him accordingly." What are these questions? I asked. Silently he showed them to me and I pass them on to you. Here they are:

Number 1—"Are you proud of your sheet metal business and do you believe in its future for yourself and family?"

That question is an important one.

Address delivered by Mr. Chapple at the Baltimore convention of the National Association of Sheet Metal Contractors, June 3 to 7, 1929.

the
Corner—



CONTRACTOR

It should be weighed and answered in the mind and heart of every sheet metal man. If he can not honestly see his way to give an enthusiastic affirmative answer, then he should arrange to get in some other business, even at a sacrifice, for he will be better off in the long run, and the industry, itself, will be better off. Incidentally, judging from the determination in the face of the figure of Destiny, it behooves any man who cannot answer the question with his head upright, to duck and run, because he is certainly going to take an awful beating.

The second question which Destiny will ask you is: "Are you keeping accurate costs on each job by an efficient cost accounting system, or are you too lazy?"

You see Destiny doesn't mince matters and calls a spade a spade. If you cannot answer this question to your own satisfaction Destiny will strip you of your prosperity, for the cost accounting system is Destiny's way of automatically checking you up and it is as ready to cry out your failure as to pat you on the back.

The third question follows close upon the second: "Are you budgeting your expense?"

Destiny knows that the definite planning of a business and the definite working of that plan is the key to success. Drifting along without charts to steer by brings disaster to any business. If charting expense is necessary in a great business representing hundreds of millions of dollars, how much more necessary is it in a small business. Destiny will charge you dearly for this omission.

The fourth question is thoroughly modern in its concept: "Are you using modern sales effort to go after jobs, or are you too bashful to solicit your share of the sheet metal business?"

Your answer to this question may well take the form of a resolution to the following things:

Organize your work so that you can spend a certain part of your time actually going out and soliciting business.

Call up every customer at least once a year to ask about work already done and suggest new work.

Be eager to serve and show it.

Destiny will smile on such efforts, and the sheet metal contractor who has laid hold of modern sales effort in his business is finding a new joy in his work and a new success in return for his efforts.

The fifth question which Destiny asks is an all inclusive one: "Are you interesting yourself in association work? Are you doing your part or are you riding blind baggage on the efforts of others?"

Here is the test of a real man. We know how necessary it is to work shoulder to shoulder in this day and age and if the sheet metal contracting business is to find its place in the sun, it is only because the individual sheet metal contractors are willing to give as well as get in a cooperative way. And allied to this thought is another—that of taking a part in civic matters and other movements that will widen acquaintance and build prestige in the community you serve. This kind of effort rounds out the personality of the sheet metal contractor and puts a foundation of character under his business.

Having run the gauntlet of his questions satisfactorily, Destiny passes us on to greater achievements.

The long lane which has marked the pathway of sheet metal contracting business for the past decade, is at its turning. Around the corner I can see a broad highway paved with aggressive spirit that will enable the sheet metal contracting business to speed up into a tremendous production and out of this new condition will come success to sheet metal contractors all along the line. Business today is much more complex than ever before. In the early days it was quite enough to learn a trade and having learned the trade a ready market opened up for services because of the natural demand which exceeded the supply. Today we have a highly competitive market. We must not only be good mechanics but we must be good business men. If we are to be good business men we will have to consider our problem from many different angles. In the olden days good business meant good mechanics. Today, it means good mechanics plus good selling. The sheet metal contracting business is no different from any other business in this respect. It has not yet fully developed the selling end of the business. It must do this if it is to succeed in the highly competitive trades of today.

Facts Required as to Market

In order to picture just what our task is, let us go back to the first principles of selling and see how we can fit our own business into it. Selling, first, requires facts regarding the possible market. What is the market for your business? How much territory can you cover? How many people do you serve, and what are their normal sheet metal requirements during a year? Your past business records will give you a basis to work upon. Having put this down for consideration, the next step is a careful analysis of just how and where this business can be increased by the application of selling effort. There are two kinds of sheet metal contractors—

the easy-going kind and the alert—one asleep at the switch, the other eager for information and practical suggestions. The first kind thinks of nothing else but the work in hand and finds no time to plan for the future, giving no thought to making his business better tomorrow. He stands in the way of his own expansion. His own shadow blocks the doorway of progress. The other kind is just as busy taking care of his business today, but he finds time some way to do a bit of planning for tomorrow as well.

What are some of these trends that are beginning to stimulate the sheet metal contracting business? We have talked of them before, but it will not be amiss to review them again. First, the return of sheet

IN this article Bennett Chapple, Vice President of the American Rolling Mill Company, gives the sheet metal contractor much food for constructive thought.

He presents five ways in which the sheet metal contractor is enabled to *analyze himself* and see just why it is that things have not been going as good as they might have with him during the past few years.

This address should be studied thoroughly and its contents mulled over in the mind, so that the reader will get a new idea, a new picture of his relationship with his own industry and with the world at large.

metal cornice work. Evidence lies on every hand that the tide has turned on this very profitable line of sheet metal work and more sheet metal cornices are being built today than any time during the last ten years. It is a growing business. It provides real profit and calls for craftsmanship of a high order, lifting sheet metal work back once more into the atmosphere of culture and design, which it formerly enjoyed.

A recent trade booklet on cornices and marquises, has proven to be one of the most popular pieces of business literature ever issued. It was issued at a cost of several thou-

sand dollars and is designed to give intimate, technical information as to the design and construction of all types of cornices. Both architects and sheet metal contractors have shown their interest and enthusiasm in the subject, and it surely indicates a trend that is unmistakable. Are you fitted to do high class cornice and marquee work? If not, you may miss some of this good business that will be offered you some of these days, and probably sooner than you expect.

The Metal House

Then we have the metal house. I have talked about this to you many times. I believe in it more strongly than ever. It is coming slowly but surely, and when it does come I am afraid the sheet metal contracting business will be on the outside looking in unless it takes more seriously to the job of the contracting end of the business. For instance, we've got to brush up on blue print reading. When I call myself a sheet metal contractor, it means I must have a thorough knowledge of the sheet metal business as well as a general knowledge of the contracting business. The more I know, the better sheet metal contractor I will be.

Conditional Air in Skyscrapers

Another bright star in the firmament of sheet metal contracting business is the development of the use of conditioned air in skyscrapers, theaters and residences. Science is teaching us how to make air serve mankind in ways never dreamed of before. Literally, air is being taken by the nape of the neck and jerked here and pulled there, always with the thought uppermost of the health and comfort of human beings. The warm air furnace is emerging from its lowly estate into one of the most dramatic and revolutionary services to humanity. Much work is being done along this line by the National Warm Air Heating Association, and it behooves every sheet metal contractor to get into step with the program so that he may stand as an expert in his community on the very latest that science has to offer on the subject of air conditioning.

While visiting the Pacific Coast recently I saw installations of controlled air washing and air conditioning units successfully operating, with thermostatically controlled warm air furnaces, in modest homes costing \$8,000, as well as more expensive ones costing \$40,000. Can you imagine the duct work in a modern \$40,000 home? It was one of the most beautiful jobs I ever saw.

The field is unlimited, and as the business grows those shops which can best take care of the new jobs with scientific understanding, putting into their contribution definite sales and engineering effort, will eventually find a tremendous growing market for their services. This is something for every sheet metal man to get truly excited about. The furnace business in the past has been the bread and butter of sheet metal contracting. It promises much even though the bread has been growing thinner and the butter growing scarcer each year so far as profit is concerned. However, with the scientific world taking up the subject of conditioned air, a Moses has come to lead furnace manufacturers and sheet metal men alike out of the bullrushes.

Roofing of Metal

One more thing has come to my attention recently that has stimulated my imagination in the future possibilities of the sheet metal contracting business. It is that of a new type roofing whereby roofdecks of wood, concrete and gypsum are being replaced by metal. Most alert sheet metal shops have already developed an important roofing department, but the trouble has been that they start with the tar pot instead of the roof itself. The tremendous strides that have recently been made in metal roofdecks, fabricated of 18 and 20 gage sheets—a logical material for the sheet metal man to erect and install—challenges every sheet metal contractor today. With this metal roofdeck goes the installation of insulation, as well as other profit bearing items. I saw a job recently put on by a sheet metal contractor. If he had

been content to start with the tar pail his profit would have been \$400 but by doing the whole job his profit was \$1,200. Here are the approximate figures based on 10 per cent profit on each item:

Installation of metal roof-deck\$6,000
Insulation 2,000
Roofing 4,000

This is the approximate proportion of cost on jobs of this kind. Why take only \$400 profit on a job when by putting on the entire roof you could make \$1,200 profit? The sheet metal man who is smart enough to get into this roofdeck business at the start will have reason to congratulate himself later on. It has been estimated that 20,000 tons of this roofdeck metal will be laid this year. How much are you going to do in your town and vicinity? I leave the question for your consideration.

Project Business 3 Months Ahead

As a final word, may I suggest that every sheet metal man attempt to project his business at least three months ahead; weigh its possibilities and profit; set a goal and then

work toward that goal. Drifting along from day to day is the most wasteful thing that can happen to any business. As we project our effort, it automatically sets the stage with a new determination for accomplishment, and out of this new determination will come success.

The future of the sheet metal contracting business is indeed bright. Tremendous things are converging for the benefit of the sheet metal contractor. The development of the continuous mill for the rolling of sheets means that sheet production has at last been taken off the backs of men and put on the shoulders of swift tireless machines. It means a tremendous output which must lead to a tremendous development for new uses of sheets in building and construction.

Just around the corner is the new day, but to enter the new day the sheet metal contractor must salute the dawn with a new faith in his business, with a new pledge of service, and a new vision of the sheet metal contracting opportunities.

Are you ready! On your mark! Go! The race is to the swift!

Bennett Chapple SAYS— DESTINY asks these five questions of YOU—

- 1 "Are you proud of your sheet metal business and do you believe in its future for yourself and family?"
- 2 "Are you keeping accurate costs on each job by an efficient cost accounting system, or are you too lazy?"
- 3 "Are you budgeting your expense?"
- 4 "Are you using modern sales effort to go after jobs, or are you too bashful to solicit your share of the sheet metal business?"
- 5 "Are you interesting yourself in association work? Are you doing your part or are you riding blind baggage on the efforts of others?"

Convention Gets Good News About THE TRADE DEVELOPMENT BOOK

By George Harms,
General Chairman
of the
Trade Development
Committee

FINISHING my report in Cleveland last year, I stated that I would not go to the Baltimore convention unless the committee was prepared to make a favorable report. I furthermore stated that if the book was completed I would certainly celebrate at that time. The fact that I am here demonstrates that the report which we have to offer is quite satisfactory. However, because I am not celebrating proves that the book is not yet printed.

How Work Is Progressing

At Cleveland it was mentioned that it would require at least \$5,000 to prepare the work, ready for the printer, and it was the belief that the advance sale of books would be enough to bring in this amount so the work could progress satisfactorily.

Up to that time two draftsmen had been working part time, and although they were quite diligent, every drawing required just so much time, and it was soon apparent that additional help would be required to finish the work in one year. We, therefore, engaged other draftsmen; at times we had eight men working.

To pay these bills required in excess of \$1,000 per month—and as the sale of books failed to materialize, and as the bank refused to loan more than \$3,000 which we already had, it was necessary to look elsewhere for money.

Your treasurer, Julius Gerock, suggested that each of the directors loan the association \$300. Personally I did not favor the proposition, as I feared for the results, knowing that there were some who probably



When
GEORGE HARMS
said—

**"Boys, the BOOK
is being printed"
the convention made
much "WHOOPEE"**

could not spare this amount of money—and there were others who would not.

Although the loan at the bank was endorsed by such capitalists as your president, Paul Biersach, and your treasurer, Julius Gerock, to which I also added my signature, they would not allow us any further credit. The loan from the directors was not pressed, as it was impractical.

The bills had to be paid and arrangements for money must be made. It was either continue with the work or lose all we had already put in, and probably, at the same time, disrupt our association.

About this time arrangements were made to borrow all the money that we might require and then everybody was happy. But instead of taking \$5,000, we have already

Complete Report
as Read at the
National Association
Convention
at Baltimore

spent in excess of \$10,000 in the past year.

Where the Book Is Being Printed

On May 1 we contracted with the Excelsior Printing Company of Chicago for the printing of the book, and with the Pittsburgh Engraving Company to make the zinc etchings and half-tones. The total cost of printing and etchings will be about \$12,000.

When completed the association will have \$54,000 in this proposition. If you add to this the time given by the members, many of whom have attended committee meetings and paid their own railroad fare, hotel bills, etc., the grand total would be probably double the above.

Now, to get back to my original statement that I would not have come to this meeting unless I could make a satisfactory report. The drawings are completed, many of the zinc etchings and half-tones are done, and the printers have started on the job.

What Work Production of Book Entailed

The text has been a great problem, as it was necessary to write and rewrite it, to have it checked and rechecked. Every letter, all the punctuation, etc., had to be carefully scrutinized so that it would properly fit the drawings. Spelling and grammar required a great deal of thought and many corrections. All this has been taken care of in the national office. The printers set this up in galley form and it is again sent to Pittsburgh for proof reading and set up into page form.

The book, when completed, will

probably have nine hundred pages, and I am very pleased that I can now show you a dummy which will be about the size of the book—and a few drawings I have here will show you what the cover is like.

No doubt some are saying: "This has been told us time and again and we will probably hear the same story a year from now." I am quite sure that this is the last report I will make on the progress of the book, as the printers have assured us that they will be done with their work about August 15th. You realize that is about two and one-half months from now.

How to Put to Work

I am very confident that the book, when done, will please you. I am sure it will be the means of more general use of sheet metal. But it must not remain in the office, nor the association vaults. Results can only be obtained through a widespread distribution of the book to architects, building contractors, and into every sheet metal shop.

In work of this nature there are always some who work harder than others, and the success of a venture depends largely on the work done by a few. It is not my intention to pick out or praise any members of the committee, as they have all done their part of the work. The book, when completed, has been prepared by the National Association of Sheet Metal Contractors through the work of its Trade Development Committee, and I would not mention any one of these particularly.

Praise for Workers

Two men in this room, however, are entitled to special mention—and I want to take this opportunity to thank them personally for the great amount of work they have done, and I believe that the association should also extend to them a rising vote of thanks.

The first is our little friend, Edw. Scott (Scottie). With his knowledge of printing and publishing he has been a constant adviser. He has gathered much of the data. He has attended every meeting he was

called to. His help in every way was without one penny of expense to the association. He has spent his own money for railroad fare in attending the meetings—in fact, all his services have been gratis. Without "Scottie" and his encouragement I fear we might have failed miserably.

The other man is your secretary, Mr. Markle. Mr. Markle and his assistants in the office have worked night and day in checking drawings, reading and correcting the text, and in general preparing the work for the printers. They did all this in addition to carrying on the regular routine of the office, and also editing our *National Journal*. Although Mr. Markle is paid for his services as secretary and editor, he has given the association much more than he has been paid for.

In Conclusion

As another will speak on this subject, I will close. But before doing so I want to make a few personal remarks.

When you elected me as the general chairman of this committee I did not fully realize what you were doing for me. Now that the work is about completed, and I can look back and remember the many kind words and encouragements offered me by the members of this association, and the industry in general, my acquaintance with the sheet metal contractors and their friendship to me has multiplied many times.

The education that I have personally received through this work is worth very much to me. It has added to my knowledge of the sheet metal business. I believe it has increased my ability as a business man. Although I have spent much time, giving the matter a great deal of thought, and also spent some money, I have been fully repaid for all that I have put into it.

I am very glad, therefore, that you selected me as the general chairman of the work—and I will close my report with my sincere thanks.

These Firms Exhibited at Oil-O-Matic Convention

*American Foundry and Furnace Co.,
Bloomington, Ill.*

R. C. Kash exhibited "Juneair" steel warm air heating system, square casing, fitted cold air intake and Oil-O-Matic unit.

Kruse Company, Indianapolis, Ind.

Bob Kruse was showing his new square cased Oil Burning Steel furnace with Reed Air Filter equipment and Oil-O-Matic installation.

The Meyer Furnace Co., Peoria, Ill.

Frank Mehrings, Jack Sauer and J. F. Flavelle were in charge of the Weir Steel furnace exhibit. An Oil-O-Matic installation was shown.

Cole Mfg. Co., Chicago, Ill.

Steel furnace with Oil-O-Matic installation.

P. H. Ma Girl Fdy. Co., Bloomington, Ill.

The firm showed their horizontal furnace with Oil-O-Matic installation.

Lennox Furnace Co., Marshalltown, Iowa.

Steel furnace with Oil-O-Matic installation.

Minneapolis-Honeywell Regulator Co., Minneapolis, Minn.

The Draft-A-Juster Corp., Chicago, Ill.

The Hays Institute, Chicago, Ill.

Penn Electric Switch Co., Des Moines, Iowa.

Hays Corporation, Michigan City, Ind.

The Mercoid Corporation, Chicago, Ill.

Art Paint Porter Co., Chicago, Ill.

Fuel Oil (Publication), New York, N. Y.

Oil Heat (Publication) New York, N. Y.

Barry Furnace Company Moves to Larger Quarters

The Barry Furnace Company of Hamilton, Ohio, has moved to 202-208 North B Street, where they have twice the floor space of their old location.

Mr. F. W. Barry, the president of the company, states that larger stocks of furnaces and furnace supplies will be carried, making immediate shipments possible.

BIG OPPORTUNITY IN SCHOOL HOUSE HEATING

By O. W. KOTHE

IN SOME school house heating jobs from one to six or more warm air furnaces had been installed for the heating of the air. Some of these jobs have been done very creditably.

In our case we have to provide means for 17 warm air pipes; the air is to be heated by the coils passing through an air washer and being driven by fan. Because of limited space the fan room has been placed under the stairs, and the ducts leading from the air washer and coils are made narrow and deep. In this case a measure around 8 inches by 30 inches to carry an area of 240 square inches. These pipes are then transformed into something that is more suitable and shallow so as not to interfere with the height of ceiling before entering to the riser flues.

Sheet metal men who can take care of such systems can make splendid opportunities for themselves if they will go after it right. The matter of designing and running of pipe is in itself quite a problem with each job, but what is still more important is to know how to figure the heat loss and how much heat must be put into the air coming in from outside so as to insure proper functioning. This is what we call fan heating and ventilating engineering.

The same thing can be said in a way about warm air furnaces, but that does not cover all the heating knowledge and therefore it is only a special section or branch of the main parent stem called heating and

ventilating. There are any number of sheet metal workers keenly interested in this sort of work. When these folks learn the necessity of such knowledge, they are then on the road to progress and advancement.

Friction Requirement Must Be Taken Into Account

It is also important to know how

In this article Mr. Kothe has endeavored to call the attention of the sheet metal contractor to the fact that a large amount of sheet metal work is to be had in the heating and ventilating of school house and church buildings.

In order to get this work, however, Mr. Kothe has shown that it is absolutely necessary that the sheet metal contractor has a thorough knowledge of the methods of figuring heat losses, friction in ducts and warm air heating unit capacities.

to figure the friction in the different pipes. Where this is not done, a system of dampers is always necessary and quite often these are not regulated, which gives some rooms the preference over others. Automatic control is another important item a heating man should understand.

Demand Increasing for Ventilating Engineers

Heating and ventilating is a permanent business. The public is becoming more interested in it every year. So many new buildings are being erected that must have heat and old systems must be rebuilt or torn out and new systems put in. This, together with the increase in population, requires more expert

heating men.

Folks who do not know anything about heat loss can easily walk into a room, look around, and say this room requires such and such a size pipe, and then go into the next room and do the same thing over. At the end they do the same sort of guessing by saying such and such a size heater is sufficient. In such a practice if everything was figured out in mathematical order, the system may be found to be half large enough, but folks who base their wisdom on practical judgment do not know the difference. It is the public that pays, and the more the public becomes disgusted with such guess work the quicker they are turned into substitute fields, such as steam and water heating, or other forms, as they may be developed.

How Much Groceries Will Your Dollar Buy?

Assuming that the 1913 dollar was worth 100 cents in purchasing power, the dollar of today, in relation to the general cost of living, is now worth approximately 58.1 cents.

You will be glad to know that the food dollar comes closer to the 1913 dollar in purchasing power than the dollar expended for any other necessity, being worth 64.1 cents.

Next to that comes the rent dollar, which is worth 62.4 cents, followed by the clothing dollar, worth 61.4 cents.



W. W. Williams

Williams OIL-O-MATIC Dealers Meet at Bloomington for FIFTH INTERNATIONAL CONVENTION

*Throng of Over Three Thousand
Hear Sales Talks and Examine
NEW PRODUCTS*



C. U. Williams

By J. F. Johnson

The Williams Oil-O-Matic dealers throughout the United States, Canada, and in thirty-three foreign countries across the seas had been promised that the Fifth International Convention of the Williams Oil-O-Matic Corporation would mark a new and important era of activity in the oil burner field.

Over three thousand of these dealers came to the enlarged factory at Bloomington, Illinois, to see the promise fulfilled during the two-day convention June 3rd and 4th.

And it is a pleasure to twist about a familiar phrase by saying that what this convention *had* in numbers it also had in enthusiasm, interest and attendance at *all* sessions.

R. D. Marshall of the Home Office, who seems to lack an official title but whose name readily suggests a very fitting one; gave the address of welcome.

Hon. Ben H. Rhodes, Mayor of Bloomington, and H. K. Hablit, president of the Bloomington Association of Commerce, also gave a short address of welcome.

Marshall Points to the Clock

After requesting everybody to rise and speak to their neighbors, which proved a great get-acquainted idea, Mr. Marshall resumed charge of the meeting and gave a brief review of the history of the Oil-O-Matic organization. He recounted the inventing, making and marketing of the first Oil-O-Matics but ten short years ago.

Following the successful advent of the first oil burners production on a larger scale was effected on the burner which became known as the Model G—shortly followed by a much improved type of burner—the present Model J. Still greater success came and increased production and larger dealer outlets.

Mr. Marshall pointed out, however, that their investigation, dealer demand and public demand had forcibly revealed that there is need for an Oil-O-Matic as good as the Model J but smaller and less costly and that the factory had perfected such an oil burner and—he pointed to the clock—the zero hour which

all had waited for had arrived and promptly at 11:27, the advertised hour, the new Oil-O-Matic Junior was revealed to the audience, coming forth out of a big paper mache pot on the stage.

The entire assemblage arose and applauded the announcement and unveiling of the new burner.

The meetings throughout the convention were enlivened by music by an orchestra, and songs by the assembly.

The peppy New York delegation decked out in orange hats and ties, white flannel trousers and malachite canes, occupied prominent space in the audience and they could be heard singing the Oil-O-Matic parody of East Side, West Side, All Around the Town, to open the afternoon session.

Conventionites Meet the Inventor of Williams Oil-O-Matic

Mr. W. W. Williams, vice-president and secretary of the Oil-O-Matic Heating Corporation, and son of C. U. Williams, the president of the corporation, was introduced by



Mr. Marshall as the inventor of the Williams Oil-O-Matic and other Williams products.

Mr. Williams received an enthusiastic greeting and responded by complimenting the dealer organization for their cooperation.

"The factory can't do it all," he stated, and said he was happy to participate in the presenting of the New Junior Oil-O-Matic and other new products which his associates and he had labored long to offer to the dealer organization to round out the line.

Mr. C. U. Williams, president of the organization, was the next speaker, and as he advanced to the rostrum the curtain was drawn aside revealing the display of the entire line of Williams products.

Mr. Williams spoke briefly lauding the successful engineering results of Walter Williams and his associates in the manufacturing and engineering departments.

He outlined the months of hard preparatory work necessary to bring the new products to the point where they could be shown to the dealer organization.

The new burner, he stated, would be in production in time for the heating season.

New Dist-O-Stoves

M. E. Ticen, who is well known in the stove and warm air furnace field, was introduced as the manager of the new Dist-O-Stove Department.

Mr. Ticen gave a market analysis using charts which revealed that a big market exists for Dist-O-Stoves which he gave as the reason for bringing out this new line of oil heating stoves.

The charts showed that a market survey proved that fifty-one per cent of the homes of this country are still heated by stoves. The Dist-O-Stove line, he stated, covers the entire range of needs for stove heated homes.

"An analysis of the heating equipment used on farms shows that based on an average for the entire country, 79.8 per cent use stove heat, 10.4 per cent use warm air furnaces and 9.8 per cent fireplaces," Mr. Ticen said. "The average life of a stove on the farm," he went on, "is fifteen years. Ten million heating stoves are replaced every fifteen years on farms alone, according to the research data."

7th Inning Stretch

Mr. Marshall called for a good old fashioned stretch and a song or two to relieve the strain.

Other speakers on the Monday afternoon program were C. E. Stedman, vice-president and general manager, Celotex Corporation of Chicago, who spoke on "Insulation as a Burner Sales Help." He stressed the value to home owners of proper insulation to economize on heating cost. He pointed out that often the heating man can guard against undue criticism of his or his equipment's heating ability by seeing to it that the home he is asked to heat is properly insulated.

W. J. Brevitt, sales manager, William Oil-O-Matic Heating Corporation, spoke on "Products and Prospects."

Mr. Brevitt told how a few years ago modernizing the office was the topic of the day and now modernizing the home is the big thing.

He pointed out by presenting convincing figures that prospects were plentiful. He stressed the necessity for high grade sales rooms, consistent use of advertising helps and regular use of newspaper advertising. A larger and more efficient sales force, he said, was the dealers' big need today.

W. K. Braasch, president Salesmanship Foundation, Incorporated, gave a peppy, convincing and entertaining talk on "The Nine Steps in

Making a Williams Product Sale."

"The Importance of Draft Regulators" was the topic of J. L. Breeze, Jr. Mr. Breeze called attention to the fact that oil burners are called on to operate in warm air furnaces and boilers which were designed for coal burning and, therefore, draft conditions must be changed or regulated in order that efficient service may be rendered.

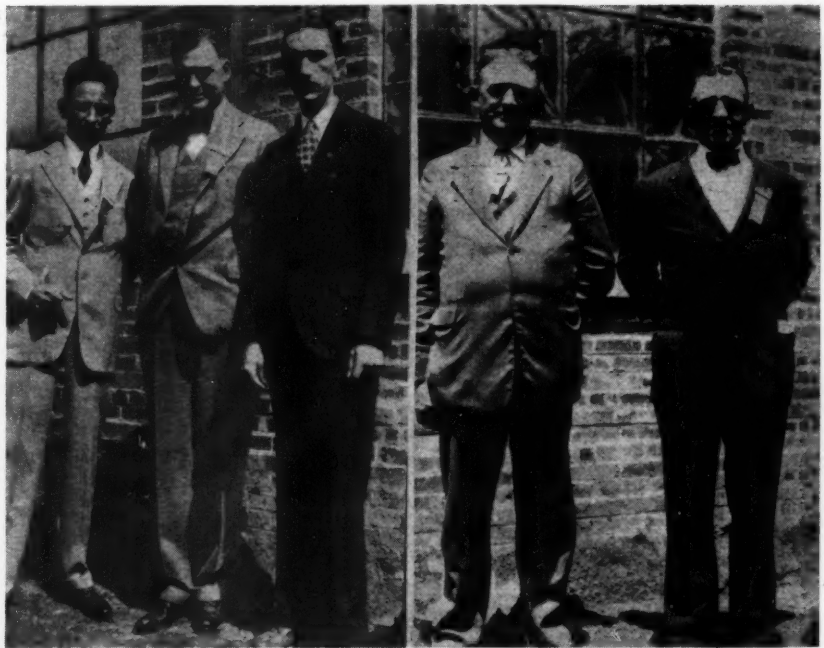
Following the speakers' program, the conventionites were driven about the city to view the homes in which Williams Oil-O-Matics or Williams Ice-O-Matics were installed.

Tuesday Morning

John P. Roche, president of Roche Advertising Company, spoke on Williams Oil-O-Matic advertising, giving the dealers the picture of what was being done to help them sell Oil-O-Matic. He told of the necessity for the dealer to do local newspaper advertising to connect up with the large national program in order to derive the most benefit from his valuable franchise.

Homer Linn of the American Radiator Company gave a good illustration of the difference between a salesman and an order taker.

C. W. Plass, Oil-O-Matic dealer



Bob Kruse, M. E. Ticen, R. C. Kash, Jack Sauer and J. F. Flavelle

business, he claims, is responsible for lack of greater profits in the business.

Tuesday Afternoon

The Tuesday afternoon session was marked by the presentation of a two-act play by theatrical talent entitled, "Man Power—a Drama of Dealer Procedure." The first act showed a William Oil-O-Matic dealer's establishment and his help as

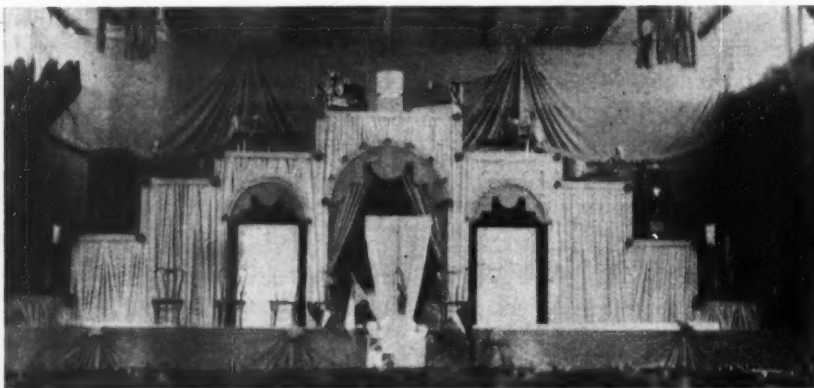
The presentation of the rehearsal and then the actual broadcast program of a Williams Oil-O-Matic radio program as it is enacted in the studio, proved entertaining and instructive.

R. D. Marshall, the dynamo who refused to stop working in spite of an accident which badly interfered with his activities, wound up his program with "Eggsactly"—a presentation showing why some territories produce sales and profits while some do not.

Two immense paper mache eggs and two men with paper mache chicken costumes were used in making the demonstrations. As Mr. Marshall said, "We can put good products, good advertising, sales helps, etc., into two identical territories"—a card representing each subject was deposited in either egg.

One bird stayed with the egg; the other left the nest occasionally, and when the insides of the eggs or "territories" were looked into it was found that the one was empty while the other hatched forth the gold.

This closed the business session and everybody rushed for their hotel to clean up, rest and return for the banquet which was a real whoopee party with lots of fun and entertaining talks by J. H. Hudson and A. R. Williams.



The Stage in the Convention Hall Showing the Display of Williams Products

of Kansas City, gave a detailed and interesting paper on Profits, Ways and Means. He dwelt on the necessity for uniform billing as the only means of straightening out the line which now is in the red seven and a half months of the year and at its high water mark in October. The seasonable billing of the oil burner

they should not be or act, and the second act with action taking place three months later after things had been ironed out a bit and more Man Power put on the job.

This play told more convincingly the necessity for burners and sales administration on the part of the dealer than any dozen talks.

Warm Air Heating

ADVERTISEMENT THAT SPEAKS THE PUBLIC'S LANGUAGE

For some time now it has been apparent to warm air furnace installers of the better class that a great deal of modernizing was necessary in the advertising being done by them. They have for the most part come to a full realization that ordinary folks are too busy with their own affairs to be interested in the mechanical details of a warm air heating plant for instance, but that they are more vitally concerned about the things that will give them greater comfort, greater ease, more convenience than they ever had before.

Some of the more wide awake furnace manufacturers have sensed this change and have not been slow to alter their own advertising policies, revamping them to meet this new requirement.

Among the foremost of these is the Meyer Furnace Company, Peoria, Illinois, who have recently prepared for release an entire new series of advertisements for use by dealers in their local newspaper advertising.

The theme of this series is domestic felicity, graphically portrayed in ten different and distinct ways. And although there is a direct tieup between the company product and the advertising, it appears to be almost entirely inadvertent.

The illustrations are such that each one portrays a domestic scene that could be duplicated in almost any household in any city. There is nothing stilted about it. No garish plastering of the company's name all over it, but plenty of space for the dealer's name. The reading matter accompanying the illustrations is up to the minute in every respect.

This series is the Meyer Furnace Company's contribution to the

campaign for better advertising in the warm air heating industry. It is well done and will go a long way toward creating in the public mind a better appreciation of the merit of warm air heating.

Warm air furnace installers who are interested in securing the use of newspaper advertising copy that is

heating in the best possible manner to the customer of today. And this you should know.

The warm air heating contractor who does not advertise is out of the profit picture today. No longer can he afford to wait for customers to come to him. This is a day of merchandising and selling and this the warm air heating man in general lacks. Such advertising help as this should be taken advantage of by dealers who want to put the better warm air heating message across to folks in their territory.

WEIR—AMERICA'S SUPREME WARM AIR FURNACE



A Bed-Time Story

"ONCE upon a time"—two "bugaboos" to begin. One was "Shivery Roo" the other was "Big Fuel."

But improved furnace construction and better methods of installation (including the basic provisions of the "Standard Code") have brought warm air comfort to a very high state of efficiency, with advantages not had in any other method of heating. Today, it is in higher favor than ever before.

[This Space for D

bound to pull results from them should take advantage of this opportunity and write to the Meyer Furnace Company for the "29" series of newspaper advertising layouts.

In addition to this you should also ask for the booklet on "If You Could Color the Air in Your Home." For even if you do not care to use the material as it comes to you, it contains the fundamental idea on how to advertise warm air

WHEN THIS BABY IS A GROWN-UP MAN, WITH BABIES OF HIS OWN, THE SAME WEIR FURNACE THAT WARMS THIS HOME TODAY, WILL PROBABLY BE STILL "ON THE JOB AND GOING STRONG."



THIRTY-FIVE year-old WEIR STEEL. Forty-year-olds are not exactly rare. And they are being built much better today than they were when those "Old Timers" were built. More is known about STEEL. Better of the machines even rivet cast-iron to 5 tons are used. Double casting-rings in WEIR does it. Double casting-rings in exclusive WEIR water heater is more practically air-tight. More moisture comes from the home is prevented. The most advanced knee WEIR practice. And people are increasingly appreciating warm air, as provided by WEIR.

[This Space for

Illustration Shows Three of the Series of Weir Dealer Newspaper Advertisements

WEIR—AMERICA'S SUPREME WARM AIR FURNACE



"And the house is so much easier to keep clean with this WEIR Furnace"

"You see, it is made of steel and all seams are both welded and riveted to make them permanently dust-tight, smoke-

features of the WEIR, due to its construction. They like the fuel economy—which means less effort and attention during the day.

"And it has double casting-rings to keep out all moisture dust and dirt—no leak, that's what Dick told me when I commented on the furnace this other day."

Many WEIR furnaces are sold this way, for delighted owners never tire of telling their friends of WEIR advantages.

Women DO appreciate the cleanliness that is a

And they like the constant circulation and re-circulation of this air in the home—for there is no stagnant, lifeless air in the WEIR and warm-air-heated home. Let us show you HOW and WHY.

[This Space for Dealer's Signature]

Elected to Presidency of Ryerson's

MR. EDWARD L. RYERSON, JR., has been elected President of Joseph T. Ryerson and Son, Inc., succeeding Mr. Joseph T. Ryerson.

Mr. Joseph T. Ryerson will remain a member of the Board and continue to hold the office of Treasurer.

Mr. Edward L. Ryerson, Jr., has had twenty years' experience in the operating and marketing divisions of the business and brings a wealth of practical experience to the post of President.

Coming to Ryerson Company in 1909, he began in the plant's operating department, and held the position of Works Manager for several years prior to the war. Mr. Ryerson entered the service early in the war with the Aircraft Production Board in Washington and was later captain in the Air Service Division of the Signal Corps. He was elected Vice President of the firm in 1922 and Vice President and General Manager in 1928.

Mr. Edward L. Ryerson, Jr., was graduated from Sheffield Scientific School (Yale) in 1908 and later attended the Massachusetts Institute of Technology. He is a member of the Board of Trustees of the University of Chicago and a director of the Northern Trust Company and the Quaker Oats Company. He is also President of the Chicago Council of Social Agencies and active in many other civic enterprises. He is a member of the Chicago, Commercial, University, Union League, Shore Acres and other clubs.

The Ryerson Company is in its 87th year as an independent steel warehousing organization, furnishing a complete line of steel products for industrial and universal consumption.



Edward L. Ryerson, Jr.

Reminding Them Early Is Mehrings' Idea

Frank E. Mehrings, general manager of The Meyer Furnace Company, Peoria, Illinois, is a live wire

Good Morning!

Here is a

NEW YORK
Herald Tribune

with our compliments and Best Wishes for your pleasure at this convention of the National Association of Sheet Metal Contractors.

The Meyer Furnace Company
Manufacturers of the WEIR Furnace

F. Meyer & Bro. Co.,
The "Handy" Pipe People
Peoria, Illinois

and a great believer in good advertising.

The accompanying illustration is a reproduction of the sticker which was attached to the copy of the New

York Herald-Tribune delivered each morning to every one attending the National Sheet Metal Contractors' convention at Baltimore.

The first thing in the morning the hotel guest reaches for his paper and by using this sticker idea the Meyer Furnace Company and the F. Meyer and Brother Company said "Good Morning" to each delegate, reminding them early that they were on the job.

WHO'S WHO, WHERE?

ST. PAUL MINN.—The Metropolitan Roofing & Cornice Works, 372 Rice street, has the roofing contract for the store building of the Lampert Investment Co.

MISSOULA, MONT.—John Pope, has the warm air heating contract for residence of Senator John Campbell.

WATERLOO, IA.—The Waterloo Metal & Manufacturing Co., corner Miles & Commercial streets, has the sheet metal contract for Chas. M. Woods store building.

MONTEREY, CAL.—The Simpson Plumbing Co. has the sheet metal and plumbing contract for packing plant of Customhouse Packing Co.

SAN FRANCISCO, CAL.—The Forderer Cornice Works, 260 Portrero avenue, has the sheet metal contract for canning plant of F. E. Booth Co., in Pittsburg.

LOS ANGELES, CAL.—The Forderer Cornice Works, W. M. Garland Bldg.,

has the hollow metal door contract for store building of Sears, Roebuck & Co.

The Main Cornice Works, 620 S. Main street, has been awarded the sheet metal and ventilating contract for the Masonic Clubhouse.

The Pemberton Heating Co., 105 S. May street, has contract for heating and ventilating system for University of Southern California memorial building.

Emil Brown, 300 East 9th street, has the sheet metal contract for new factory building of Hoffman Candy Co.

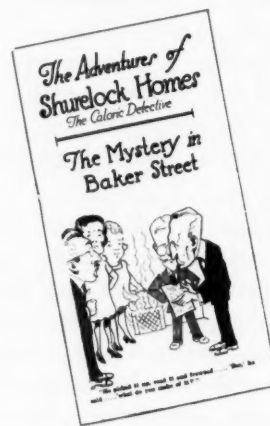
The Arcade Cornice Works has been incorporated in Los Angeles, Cal., with a capital stock of \$10,000, by T. F. Bazzeni, of Lennox, Roland Bazzeni, and Franklin B. Hansen of Los Angeles.

FORT WORTH, TEX.—The Fort Worth Sheet Metal & Roofing Co., 914 Commerce street, has the contract for sheet metal work on theater and office building of Fort Worth Properties Corp.

WASHINGTON, D. C.—The Wolfsteiner Co., 1315 W. St. S. W., has the sheet metal contract for St. Joseph's Seminary building in that city.

Here's Consumer Literature in Story Form That Makes a Hit

The accompanying illustration shows the front cover of an eight page booklet which drives home the quality idea in warm air heating installations in a mystery story form which the prospect can't fail to read through to the end.



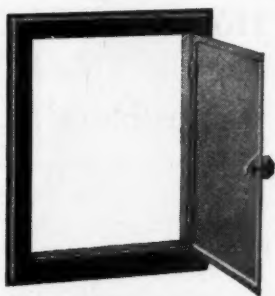
Right now mystery stories are very popular and the dealer who sends out this booklet to his prospect list will find it good advertising—space being provided for the local dealer's name.

The booklet is being supplied to the trade by the Chicago Furnace Supply Company, 1278-82 Clybourn Avenue, Chicago, Illinois, who will send a supply to dealers on request.

Your mailing pieces on warm air heating should go out now.

OSBORN'S ALL-STEEL CLOTHES CHUTE DOOR

Should be of interest to our Architectural friends as well as to our trade for it is easy to install—costs no more and is better in every way!



WHEN OPEN

Better in appearance. Smoother, takes a better finish. Cannot sag nor warp. Non-breakable. No splinters—No ridges to hold dust—hence more sanitary. *It can be used for:* Switch-Box Door—Medicine Cabinet Door—Sink Cabinet Door—Access Doors to Flues—Plumbing Fixtures and Radiator Shut-offs.

Construction

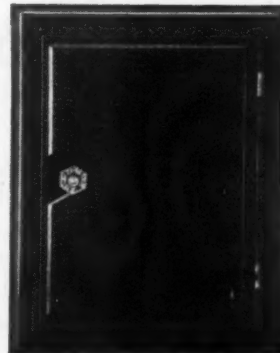
High quality plating steel—accurate die stamping—rigid and tight closing. Ornamental knob. Deep flanged frame with holes punched for attaching to metal box or furring strip. Convex border hides rough plaster, etc. Spring catch. It can be furnished with self-closing spring, when so ordered.

LIST PRICES

Door Opening Size	Extreme Overall Dimensions	Prime Coat	White Baked Japan	Electroplated Nickel
7 x 10	10 x 13	\$3.25	\$3.75	\$4.75
9 x 12	12 x 15	3.50	4.00	5.00

WRITE FOR DISCOUNT

Our Standard Cartons contain six doors of one size and finish. Standard finishes may be assorted if desired.



WHEN CLOSED

PRICES ON APPLICATION FOR SPECIAL FINISHES MADE TO ORDER

THE J. M. & L. A.
OSBORN & CO
DETROIT CLEVELAND BUFFALO

"EVERYTHING USED IN SHEET METAL WORK"

Ask for New Sample Pkg. (B) with Monel Metal—Nickel Zinc—Nicked Steel and Aluminum Samples

Disc of Metal Perforations Handy for Sheet Metal Contractor

The sheet metal contractor of today is more or less of a doctor of all work; that is, it is, or should be, his business to analyze processes of manufacture and determine whether or not his product and service can be of value to the factory owner in reducing labor or saving time, etc.

That being the case, he is going to find demands made upon him for many different kinds of perforated materials and devices of one kind

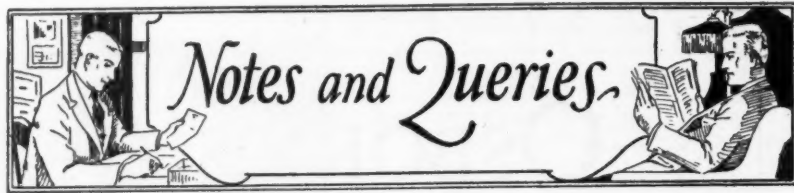


or another. He must be in a position, therefore, to be able to show the customer what the latter is going to get or he must be able to foretell whether a certain type of perforation will be suitable for the work in hand.

The Erdle Perforating Company, 171 York Street, Rochester, New York, makers of perforated metal of all kinds, have perfected a metal disc 63/8 inches in diameter in which are made 31 of the most commonly used perforations. Each type of perforation is numbered, making it very easy for the contractor to determine just what the customer wants and to designate accurately to the perforator so as to avoid errors.

The disc is a handy appliance to have in the shop that every sheet metal contractor should secure. They will be sent free upon written request to the company.

The company makes perforated metal for agricultural machinery, grilles or radiator enclosures, metal for heating, machinery guard material, strainers, etc.



"LeadClad" Sheets

From Parkside Sheet Metal Works, Second and Chestnut Streets, Kewanee, Illinois.

We should like to know who makes "LeadClad" sheets.

Ans.—Wheeling Metal and Manufacturing Company, Wheeling, West Virginia.

Tar Kettles

From F. M. Flynn, Faribault, Minnesota.

Please give me the names of a few firms who make tar kettles to be used in putting tar and gravel on roofs.

Ans.—Berger Brothers Company, 237 Arch Street, Philadelphia, Pennsylvania; B. K. Lyman & Company, 2107 West Lake Street, Chicago, Illinois, and Littleford Brothers, 443 East Pearl Street, Cincinnati, Ohio.

Roofers' Felt

From Schidlofski Brothers, 1408 Fourth Avenue, Moline, Illinois.

Kindly let us know where we may buy felt which is placed under tin roofs to deaden the sound of the rain.

Ans.—Beckman-Dawson Roofing Company, 223 Jackson Boulevard; H. F. Watson Company, 5331 South Western Avenue, and Bird and Son, Inc., 1472 West 76th Street; all of Chicago.

Kerosene Burner for Cook Stove

From W. H. Gandy, Temple, Oklahoma.

Who makes a good oil burner for use in the firebox of a cook stove or range?

Ans.—Gloria Light Company, 112 North May Street, Chicago.

Second Hand Tools

From C. E. Payne, 152 Park Drive, Allegan, Michigan.

Will you please tell me where I can secure some second hand machinery as follows: One set of rolls not less than 31 nor more than 37 inches, one medium sized turning machine, one smoke pipe folder 31 inches or longer, one crimper and beader?

Ans.—Maplewood Machinery Company, 2638 Fullerton Av-

enue, and Interstate Machinery Company, 100 South Jefferson Street; both of Chicago.

Cast Iron Smoke Pipe

From George R. Baker, 414 North Second Avenue, Alpena, Michigan.

Please inform me who makes cast iron smoke pipe.

Ans.—Waterloo Register Company, Waterloo, Iowa, and Fault-

How Would YOU Handle This Heat- ing Problem?

To AMERICAN ARTISAN:

What size flue will be required for heating plant to heat satisfactorily a one room school building, 24x36 feet with 12 foot ceiling? Will it be better to build a double flue with one side for foul air? Also, let us know size of opening in wall for fresh air intake. The walls will be made of masonry.

Thanking you for the above information,

Very truly yours,

SUBSCRIBER.

less Castings Company, Brazil, Indiana.

Five Car Steel Garages

From R. L. Spellerberg and Son, 343 West Eighth Street, Dubuque, Iowa.

Can you tell us who makes five-car all steel garages?

Ans.—The Thomas and Armstrong Company, London, Ohio; Trachte Brothers Company, Madison, Wisconsin; Martin Steel Products Company, Mansfield, Ohio, and The Stefco Steel Company, Michigan City, Indiana.

Cast Iron Conductor Extensions

From W. J. Vierck & Son, East State at North First Street, Rockford, Illinois.

Will you kindly let me know where in Chicago I can get cast iron conductor extensions as are usually used on the lower end of the conductor pipes leading from the eaves troughs?

Ans.—Friedley-Voshardt Company, 733 South Halsted Street.

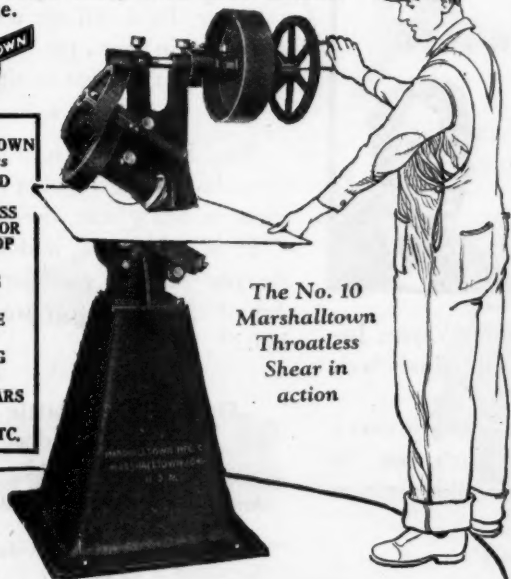
MASHALLTOWN

Rotary Throatless Shears

ONLY three moving Parts—takes sheets of unlimited width and up to $\frac{1}{2}$ inch gauge. Cuts curves in any direction—straight—circular or any irregular shape desired. Easy to operate—hand or power—nothing to get out of order—a speedy worker and the shear keeps sharp even after months of hard use.



Other
MARSHALLTOWN
Machines
No. 18 HAND
POWER
THROATLESS
SHEARS—FOR
EVERY SHOP
PLATE
BENDING
ROLLS
PRESSURE
GAUGES
SPLITTING
SHEARS
BEVEL SHEARS
PUNCH
PRESSES, ETC.

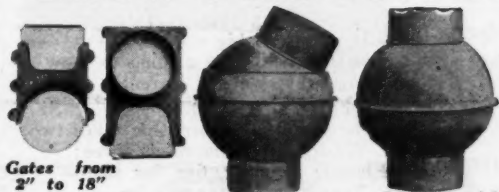


The No. 10
Marshalltown
Throatless
Shear in
action

Write to
Dept. AA
for
Complete
catalog

MARSHALLTOWN MANUFACTURING CO.
MARSHALLTOWN, IOWA

BLOW PIPE FITTINGS



Gates from
2" to 18"

BALL
JOINTS
FROM
2"
TO
12"

USE Blast Gates on all your Blow Pipe Jobs. They will reduce power and increase suction if gates are closed on machines not in operation.

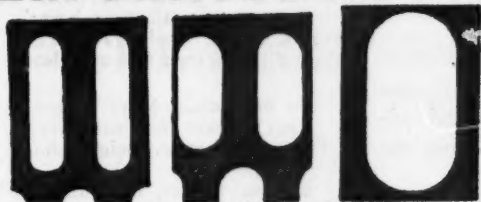
Spun out of heavy sheet steel and then galvanized.

USE BALL JOINTS ON MOVABLE CUTTER HEAD CONNECTIONS

Prompt Shipments—Write for Price List

ALFRED C. GOETHEL CO. 833 31st ST., MILWAUKEE, WIS.

PERFORATED METALS



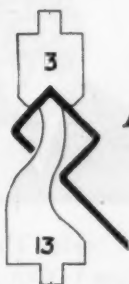
All Sizes and Shapes of Holes
In Steel, Zinc, Brass, Copper, Tinplate, etc.
For All Screening, Ventilating and Draining
EVERYTHING IN PERFORATING METAL

THE HARRINGTON & KING PERFORATING CO.

5649 FILLMORE ST.—CHICAGO, ILL. U. S. A.
NEW YORK OFFICE, 114 LIBERTY ST.

Trade **Verson** Mark

Forming DIES



in
ALL SHAPES
for
your



POWER PRESSES OR BRAKES

Tell us what
you want to
form—just
send us a
sketch



No obligation
to consult
us for our
expert advice
on dies

WE design and manufacture forming dies to your specifications for working sheet metal in any shape.

We can save you time and money by designing dies that cut down the number of stamping operations.

Prompt
Service

Fair
Prices



Expert
Designing

First Quality
Steel

[WRITE FOR CATALOG
D10-27 WHICH SHOWS
NUMEROUS SHAPES]

HAND POWER TOOLS AND POWER PUNCH PRESSES

LA SALLE MACHINE WORKS

3019 SO. LASALLE ST. CHICAGO, ILL.

RANDOM NOTES AND SKETCHES

"Say, old fellow, it's strange to see you going around in that old light coat this chilly weather while your wife is wearing a swell new coat."

"Well, all I have to do is think of her fur coat and immediately I start perspiring."

* * *

Judge: "Why have you not made these alimony payments?"

Defendant: "I can't start till week after next, Judge. There are still two installments due on the engagement ring."

* * *

Dave Farquhar, of T. & B. Register, and Jim Doherty, of Detroit, were wending their way along Michigan Avenue about 2 p. m. when Dave stopped to gaze dazedly at a sign.

"Whatchu lookin' at?" said Jim.

"That sign."

"Whazzit say?"

"Ladies Ready to Wear Clothes."

"Dern near time, if anyone was to ask me," came the reply.

* * *

Wife: "Every time you see a pretty girl you forget you're married."

Hubby: "You're wrong, m' dear. Nothing brings home the fact more forcibly."

* * *

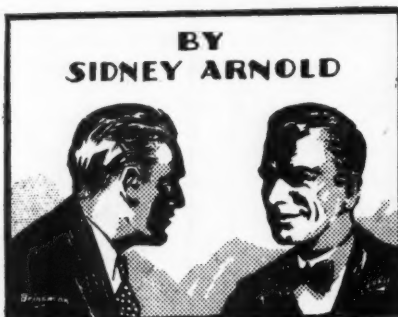
Soup for Some of You Unmarried "Birds"

Angelica: "Joe's new speedster is awfully cute."

Betty: "Yes, you ought to see it play dead on a lonely road."

* * *

Doctor, to C. S. Trott, Parker-Kalon Corporation: "Yes, you're all run down. I suggest that you lay off golf for a while, return to business and get a good rest at your office."



Charles Thorp, Fort Wayne, Indiana—"Can you cash this check for me?"

Village Banker (looking it over)—"I ain't got that much, but I'll take you over to the filling station and introduce you."

* * *

Bought No Empties

"O. E., dear," said Mrs. O. E. Hutchison, Louisville, "how do you suppose those dozens and dozens of empty bottles ever got into our cellar?"

"Why, I don't know, my dear," said O. E. "I never bought an empty bottle in my life."

* * *

I overheard two small children in boastful conversation the other day.

"My father," said the first, "has electricity in his hair."

"That ain't nothin'," came back the second, "my old man's got gas in his stomach."

* * *

Judge (sternly): "What excuse have you for having nearly murdered this man?"

Culprit (sternly): "Your Honor, I have a can-opener wife and this health crank comes along and advises me to always get up from the table hungry."



Always Tell Them Something

"Now, Paul, tell me why we put a hyphen in *bird-cage*."

"It's for the birds to sit on."

* * *

Mrs. P. M. Lorenz: "Well, the auto show was lovely but it does put ideas in one's head, doesn't it?"

P. M.: "Indeed, it does. What do you say we go over and buy Junior that kiddie car we promised him?"

* * *

Omitted One Little Item

"Here, Mary, is my envelope
Unopened, nice and fat;
Trot out that budget book you bought
And stack it up 'gainst that."

"Yes, John, 'twill be such fun to chart,
To watch it go so far;
We've thirty-five still left when we've
Paid five upon the car."

"Just like a game, dear, isn't it,
Or school slate long ago?
Next I'll subtract three dollars due
Upon the radio."

"I hate to put this seven down,
It means so big a dent;
Don't seem to have a thing to show
For what we pay in rent."

"The vacuum cleaner, that takes two,
Washing machine needs three;
Electric ice-chest, five for that—
They're handy as can be."

"On little May's piano three,
And one on Willie's wheel;
A dollar on that set of books—
The strain we never feel."

"That darling wrist watch, two; two more
That lovely morning gown;
You need a winter overcoat—
Just get one, dollar down."

"There's five whole dollars left—I'm sure
I've put them all down here;
Think all the lovely things we've got
We'll soon own free and clear."

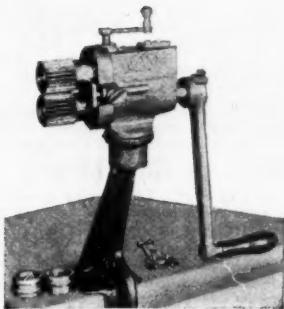
"The incidentals, Mary dear—
They'll make the final class;
That's how your budget shows things
up—
Smokes, movies, fares and gas."

Their spirits up with dollars down,
Both smiled in joyful mood,
Too blithe and gay to note one wee
Omitted item—food."

B. F. Griffin.



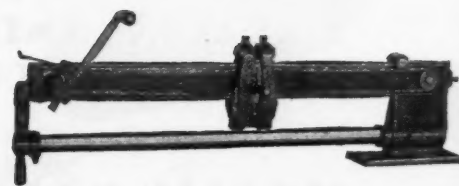
Squaring
Shears



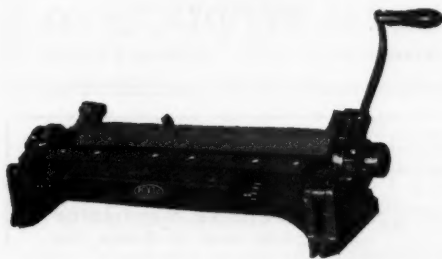
Crimpers



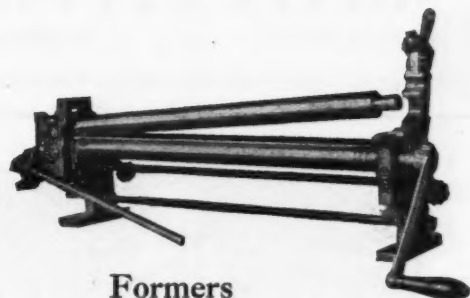
Turning
Wiring
Burring
Beading
Machines



Groovers



Folders



Formers

What's in a Name!

High grade materials, good workmanship, advanced construction, low initial cost, and a record small up-keep sum up what the PEXTO trade-mark on a sheet metal working machine implies.

More than that, you assume no risk or disappointment on a PEXTO decision. If your dealer is not a "PEXTO SERVICE DEALER," immediate shipment can be had from factory.

THE PECK, STOW & WILCOX COMPANY
Southington, Conn., U. S. A.



Your Insurance—Over 100 Years of Conservative Growth.

When writing mention AMERICAN ARTISAN—Thank you!

ORNAMENTS ZINC-COPPER-BRONZE



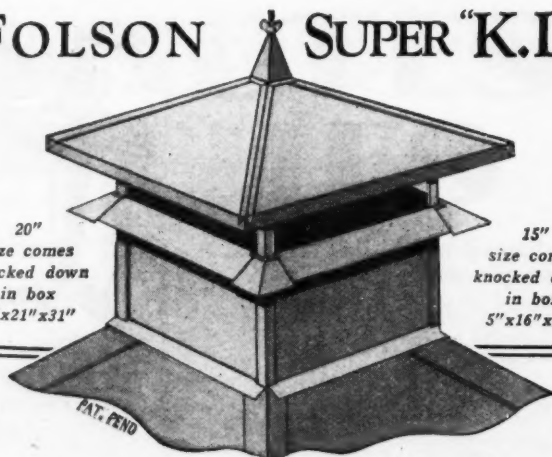
WRITE FOR OUR
CATALOG AND
MARQUEE FOLDER

SPECIAL WORK
OF ALL KINDS

MILLER & DOING, Inc.
66 York Street Brooklyn, N. Y.

FOLSON SUPER "K.D."

20"
size comes
knocked down
in box
5" x 21" x 31"



15"
size comes
knocked down
in box
5" x 16" x 20"

The KNOCK DOWN Ventilator Efficient and Good Looking

YOU never saw anything like it—its appearance makes it desirable—its great ventilating efficiency gives it preference and its *knock down* feature means much to you.

You assemble it in 12 minutes

and it is easy to install on any roof. Instruction sheets for assembling and installing sent with each ventilator. Everything is furnished complete.

It gives continuous ventilation with wind from any direction—no operating cost—adjustable safety damper automatically open, operated from floor level. Automatic screen guards keep birds out—no louvers or other parts to hinder ventilation—low transportation costs and other features.

Write for full details, illustrated circular and prices today.

FOLSON METAL PRODUCTS CO.
5111 W. North Avenue Chicago, Illinois



GEROCK BROS. MFG. CO.
**SHEET METAL ORNAMENTS
AND STATUARY**
1252 So. Vandeventer Ave., St. Louis, Mo., U.S.A.
Write for Catalogue

The NEW IMPROVED "STANDARD" TRADE MARK REG.



Rotable Ventilator

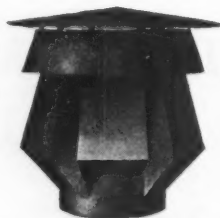
Now made of Armeo Iron

This favorite cone-shaped ventilator is now improved in several important points.

The weight of the ventilator body is now carried on a concave thrust bearing nested in the apex of the conical body. This bearing turns upon the pivot point of the stationary center spindle.

The bronze Guide Bushings are now made of non-corrosive bronze which minimizes friction and any tendency to screech when body is rotating.

There are other new features. Write today for new catalog and price list.
STANDARD VENTILATOR CO., Lewisburg, Pa.



The 12-Cylinder Ventilator
Used in Every State
in the Union.

**SPECIFY ÆOLUS
VENTILATORS**

ÆOLUS FOR HOMES

The home should be properly ventilated—few of them are. Here is a sales opportunity oft'n overlooked by the average Sheet Metal Worker, but one which offers a lucrative business to those who take advantage of it.

Æolus-Dickinson

Vent Makers Since 1888

3332-52 South Artesian Avenue
CHICAGO

Phone: Lafayette 1862-1863

IF there is a tool or machine
that you need and you don't
know where to get it—

Write to the

Notes and Queries Dept.

of

AMERICAN ARTISAN

Mention AMERICAN ARTISAN in your reply—Thank you!



**Nine out
of Ten of
your customers will say
"Put on a GOOD roof"**

AND they really mean it—they want a roofing that is pleasing to the eye—a roof that will last a long time—with low upkeep cost and, of course, they want low cost per year of service.



**IS
MADE ENTIRELY BY HAND**

by an old Welsh hand dipping process and it has been the Best in terne plate for more than a century.

**There's a Better Profit for you and a
Better Roof for your customers—**

when you convince them that the extra cost for Target and Arrow Hand Made Tin means *many added years of service*. Many folks are getting tired of the big expense involved in putting on new roofs every two or three years—you can easily sell these prospects a Target and Arrow Hand Made Tin Roof when they say they want a GOOD roof.

TAYLOR'S EXTRA COATED

40 lbs. Copper Bearing O. H.

is a roofing tin made by modern *machinery*. It is the best machine made roofing tin on the market—costs less than the hand made and it also makes a good roof.

*Sold by Distributors in
All Parts of the Country.*

N. & G. TAYLOR COMPANY
BROAD AND ARCH STREETS,
PHILADELPHIA, PA.

Headquarters for Good Roofing Tin Since 1810

Say you saw it in AMERICAN ARTISAN—Thank you!

**Round
Corrugated**



Plain Round



NEVER MADE WITHOUT THIS

TRADE **F. Dieckmann** MARK

Quality and Service Made 'em Famous

Made of one piece of heavy gauge material, in all styles and angles from 10 to 90 degrees, of 24, 26, 28 ga. ternes, then galvanized after formation.

**DIECKMANN
Elbows and Shoes**
*are the standard of the market
and always give satisfaction*

Send for new catalogue 26 showing complete line

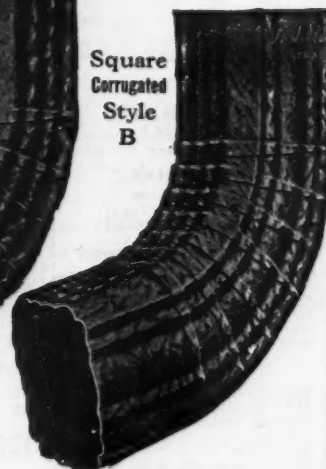
The Ferdinand Dieckmann Co.

P. O. Station B, Cincinnati, O.

**Square
Corrugated
Style A**



**Square
Corrugated
Style B**



Not made lighter than
28 ga. or 16 oz. copper

Chicago Warehouse Metal and Furnace Supply Prices

AMERICAN ARTISAN is the only publication containing Western Metal, Furnace Supply and Hardware prices corrected weekly

METALS

FIG IRON

Chicago Fdy.,	
No. 2	\$20 00
Southern Fdy. No. 2	21 51
Lake Superior Charcoal	27 04
Malleable	20 00

FIRST QUALITY BRIGHT CHARCOAL TIN PLATES

IC	20x28 112 sheets	\$22 50
IX	20x28	25 50
IXX	20x28 56 sheets	14 50
IXXX	20x28	15 50
IXXXX	20x28	17 00

TERNE PLATES

IC	20x28, 40-lb. 112 sheets	\$26 70
IX	20x28, 40-lb. 112 sheets	29 70
IC	20x28, 25-lb. 112 sheets	22 20
IX	20x28, 25-lb. 112 sheets	25 20
IC	20x28, 20-lb. 112 sheets	20 20
IV	20x28, 20-lb. 112 sheets	23 00

"ARMCO" INGOT IRON PLATES

No. 8 ga.—100 lbs.	\$4 15
3/16 in.—100 lbs.	4 05
1/4 in.—100 lbs.	3 85

COKE PLATES

Cokes, 80 lbs., base, 20x28	\$12 00
Cokes, 90 lbs., base, 20x28	12 20
Cokes, 100 lbs., base, 20x28	12 40
Cokes, 107 lbs., base, IC	
20x28	12 75
Cokes, 135 lbs., base, IX	
20x28	14 75
Cokes, 155 lbs., base, IX	
56 sheets	8 50
Cokes, 175 lbs., base, IX	
56 sheets	9 35
Cokes, 195 lbs., base, IX	
56 sheets	10 35

BLUE ANNEALED SHEETS

Base 10 ga.—per 100 lbs.	\$3 35
"Armco" 10 ga.—per 100 lbs.	4 15

ONE PASS COLD ROLLED

No. 18-20	per 100 lbs.	\$3 85
No. 22	per 100 lbs.	4 00
No. 24	per 100 lbs.	4 05
No. 26	per 100 lbs.	4 15
No. 27	per 100 lbs.	4 20
No. 28	per 100 lbs.	4 30
No. 29	per 100 lbs.	4 45
No. 30	per 100 lbs.	4 55

"ARMCO" GALVANIZED

"Armco" 24	per 100 lbs.	\$6 15
------------	--------------	--------

GALVANIZED

No. 16	per 100 lbs.	\$4 40
No. 18	per 100 lbs.	4 55
No. 20	per 100 lbs.	4 70
No. 22	per 100 lbs.	4 75
No. 24	per 100 lbs.	4 90
No. 26	per 100 lbs.	5 15
No. 27	per 100 lbs.	5 25
No. 28	per 100 lbs.	5 40
No. 30	per 100 lbs.	5 50

BAR SOLDER

Warranted 50-50	per 100 lbs.	\$31 25
48-52	per 100 lbs.	30 50
45-55	per 100 lbs.	29 25
Plumbers'	per 100 lbs.	27 25

ZINC

In Slabs	per 100 lbs.	\$7 35
----------	--------------	--------

SHEET ZINC

Cask Lots (600 lbs.)	\$11 75
Sheet Lots	13 75

BRASS

Sheets, Chicago base	24 1/2 c
Mill base	23 1/2 c
Tubing, brazed, Chicago base	31 1/2 c
Mill base	30 1/2 c
Tubing, seamless, Chicago base	29 1/2 c
Mill base	28 1/2 c
Wire, Chicago base	24 1/2 c
Mill base	23 1/2 c
Rods, Chicago base	22 1/2 c
Mill base	21 1/2 c

COPPER

Sheets, Chicago base	27 1/2 c
Mill base	26 1/2 c
Tubing, seamless, Chicago base	30 1/2 c
Mill base	29 1/2 c
Wire, plain rd., 8 B. & S. Ga.	25 1/2 c
and heavier	

LEAD

American Pig	\$7 85
Bar	8 85

TIN

Bar Tin	per 100 lbs.	\$50 00
Pig Tin	per 100 lbs.	49 00

HARDWARE, SHEET METAL SUPPLIES, WARM AIR FURNACE FITTINGS AND ACCESSORIES.

ASBESTOS

Paper up to 1/16	6c per lb.
Roll board	7 1/2 c per lb.
Mill board 3/32 to 1/2	7 1/2 c per lb.
Corrugated Paper (250 sq. ft. to roll)	\$6 00 per roll

BRUSHES

Furnace Pipe Cleaning	
Bristle with handle each	\$0 75
Flue Cleaning	
Steel only, each	1 25

CEMENT, FURNACE

American Seal, 5-lb. cans, net	\$ 45
American Seal, 10-lb. cans, net	85
American Seal, 25-lb. cans, net	2 25
Pecora	per 100 lbs. 7 50

CHIMNEY TOPS

Adams' Revolving		
	Wt. Doz.	Price Doz.
4 in.....	21 lbs.....	\$11 00
6 in.....	24 lbs.....	11 50
7 in.....	30 lbs.....	13 50
8 in.....	33 lbs.....	15 00
9 in.....	51 lbs.....	16 50
10 in.....	56 lbs.....	18 00
12 in.....	66 lbs.....	22 00
14 in.....	110 lbs.....	36 00

CLINKER TONGS

Each	\$1 50
------	--------

CLIPS

Damper	
No-Rivet Steel, with tail	
pieces, per gross	\$9 50
Rivet Steel, with tail	
pieces, per gross	7 50
Tail pieces, per gross	2 40

COPPERS—Soldering

Pointed Roofing	
3 lb. and heavier	per lb. 40c
2 1/2 lb.	per lb. 45c
2 lb.	per lb. 48c
1 1/2 lb.	per lb. 55c
1 lb.	per lb. 60c

CORNICE BRAKES

Chicago Steel Bending	
Nos. 1 to 6B	Net

CUT-OFFS

Gal., plain, round or cor. rd.	
26 gauge	30%
28 gauge	35%

DAMPERS

Yankee Hot Air	
7 inch, doz.	\$1 60
8 inch, doz.	2 20
9 inch, doz.	2 60
10 inch, doz.	2 80
12 inch, doz.	3 50
14 inch, doz.	5 00

ADAMS No. 1 CHECK

Check and Collar Complete	
8 inch, each	1 00
9 inch, each	1 25
End Check Only	
8 inch, each	1 40
9 inch, each	1 55
Collar Only	
8 inch, each	50
9 inch, each	65

No. 2 CHECK

8 inch, each	1 00
9 inch, each	1 20
Disc on Adams No. 1	
and No. 2 Check	
Diamond Smoke Pipe	
7 inch, doz.	\$2 00
8 inch, doz.	3 20
9 inch, doz.	4 80
10 inch, doz.	6 00

Adams' Sheet Metal

7 inch, doz.	\$1 60
8 inch, doz.	2 20
9 inch, doz.	2 40
10 inch, doz.	2 80
12 inch, doz.	3 50
14 inch, doz.	5 00

EAVES TROUGH

Galv. Crimpedge, crated	75-10%
Zinc, "Barnes"	60%

ELBOWS

Conductor Pipe	
Galv. plain or corrugated, round flat Crimp,	
28 Gauge	60%
26 Gauge	45%
24 Gauge	15%
Galv. Terne Steel	
Plain Rd. and Rd. Corr.:	
28 Ga.	60%
26 Ga.	45%
24 Ga.	15%

Square Corrugated

No. 28 Gauge	50%
26 Gauge	35%

Portico Elbows

Standard Gauge Conductor Pipe, plain or corrugated.	
Not nested	70 & 5%
Nested Solid	70 & 5%

Sq. Corr., A. & B. & Octagon

28 Ga.	50%
26 Ga.	35%

Portico

1", 1 1/4", 1 1/2"	45%
--------------------	-----

Copper

16 oz., all designs	40%
---------------------	-----

Zinc

All styles	60%
------------	-----

ELBOWS—Stove Pipe

1-piece Corrugated, Uniform Blue "Milcor" No. 28 Gauge.	Doz.
5-inch	\$1 15
6-inch	1 25
7-inch	1 75

Special Corrugated

5-inch	\$1 00
7-inch	1 60

Adjustable—Uniform Blue

"Milcor" No. 28 Gauge, Uniform Blue.	
5-inch	\$1 00
6-inch	1 75
7-inch	2 10
WOOD FACES—60% off list.	

FENCE

726-6-12 1/2% (100 rods)	\$28 63
1948-6-14 1/2% (100 rods)	43 63

FILES AND RASPS

Heller's (American)	50-10%
American	60-10%
Arcade	50%
Black Diamond	50%
Eagle	50%
Great Western	50%
Kearney & Foot	50%
McClellan	50%
Nicholson	50%
Simonds	60%

FIRE POTS

Geo. W. Diener Mfg. Co.	Ma.
No. 62 Gasoline Torch, 1 qt.	\$ 13
No. 9250, Kerosene, or Gasoline Torch, 1 qt.	6 50
No. 10 Tinner's Furn. Square tank, 1 gal.	11 30
No. 15 Tinner's Furn. Round tank, 1 gal.	10 70
No. 21 Gas Soldering Furnace	8 00
No. 110 Automatic Gas Soldering Furnace	10 50

GALVANIZED WARE

Pails (Galv. after made), 10-qt.	\$2 00
Tubs (Galv. after made), No. 1	5 75
No. 2	6 50

GLASS

Single Strength, A, all brackets	85%
Single Strength, B, all brackets	87%
Double Strength, A, all brackets	85%
Double Strength, B, all brackets	87%

HANGERS

Conductor Pipe	
Milcor Perfection Wire	35%
Milcor Triplex Wire	10%
Eaves Trough	
Milcor Steel (galv. after forming) from List	50%
Milcor Selflock E. T. Wire, List	10%

HOOKS

Conductor	
"Direct Drive" Wrought Iron for wood or brick	15%

HUMIDIFIER

"Front-Rank," Automatic	
In single lots	80%
In lots of 10 or more	50-55%
In lots of 25 or more	50-10%
Vapor pans, etc., each	50%

LIFTERS

Stove Cover	
Coppered	per gro. \$4 00
Alaska	per gro. 4 75

MALLETS

Tinners	
Hickory	per doz. \$2 25

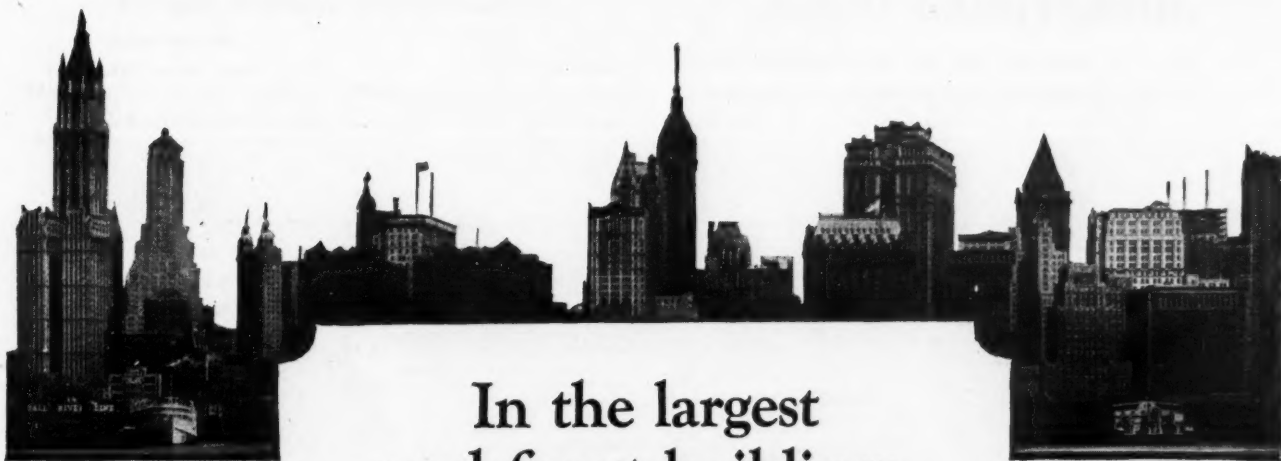
MITRES

Galvanized steel mitres	
23 Ga.	70
26 Ga.	60-80

NAILS

Cut Steel, base	\$4 00
Wire	
Common	\$3 10
Cement Coated	3 14

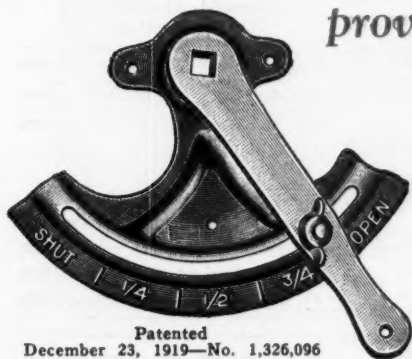
(Continued on page 100)



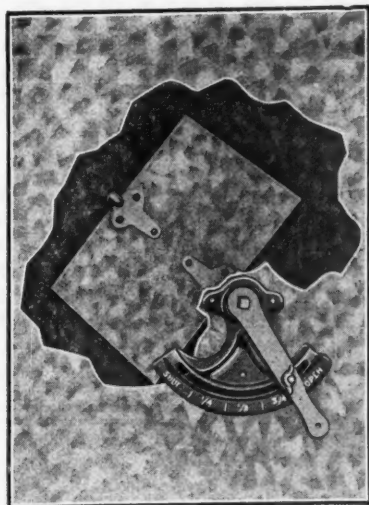
In the largest
and finest buildings

HYRO DAMPER QUADRANTS

provide positive damper control



Patented
December 23, 1919—No. 1,326,096



View of a Quadrant installation with
part of the duct cut away to
show the damper.



Patented
December 9, 1919
No. 1,324,620

HYRO
DIAL DAMPER REGULATOR

PROMINENT architects and leading heating and ventilating engineers recommend the use of Hyro "UNXLD" Damper Quadrants; thousands of sheet metal contractors use them; and more than 650 jobbers sell them, because they are the simplest, neatest and most efficient device yet designed for regulating dampers in hot and cold air ducts, smoke pipes, dust arrester systems, etc.

Hyro "UNXLD" Damper Quadrants and Hyro Dial Damper Regulators are easy to install, either to flat or curved surfaces. They lock the damper at any desired angle—assuring positive control of the passage of air. They are simple in construction—few parts—nothing to get out of order.

Made in 5 sizes for regulating dampers from the smallest to the largest.

Send for bulletin giving full information on Hyro "UNXLD" Damper Quadrants, Hyro Dial Damper Regulators, and other time-and-labor-saving damper accessories.

Other
HYRO
Time-and-Labor-Saving
DAMPER
ACCESSORIES

HYRO
DAMPER
ROD CLIPS



Patented
April 4, 1922
No. 1,411,745

Offer a quick and easy means of fastening square rod to dampers, eliminating the necessity of drilling the damper rod which weakens it. Made for the following sizes of square rod: $\frac{3}{8}$ ", $\frac{1}{2}$ ", $\frac{5}{8}$ ", $\frac{3}{4}$ " and $7/8$ ". Furnished in galvanized finish only.

HYRO
DAMPER BEARINGS



Used instead of rods on small and medium size dampers. Quickly attached. Made in two sizes— $\frac{3}{8}$ " to fit $\frac{3}{8}$ " Damper Quadrants or Dial Damper Regulators and $\frac{1}{2}$ " to fit $\frac{1}{2}$ " Damper Quadrants. Furnished in galvanized finish only.

HYRO MANUFACTURING CO., INC.

Sheet Metal Workers' Tools
and Hardware Specialties

202 VARICK STREET

NEW YORK

Distributed in Canada by Aikenhead Hardware, Limited, Toronto, 2, Canada

ADVERTISERS' INDEX

The dash (—) indicates that the advertisement runs on a regular schedule but does not appear in this issue.

A		L	
A-C Mfg. Co.	61	Lamneck & Co., W. E.	54
Aeolus-Dickinson Co.	96	Lamson & Sessions Co., The	60
Agricola Furnace Co.	—	Langenburg Mfg. Co.	46-47
Akrat Ventilators, Inc.	106	La Salle Machine Works.	93
Alamo Heater Co.	61	Lennox Furnace Co.	—
American Brass Co.	57	Liberty Fdy. Co.	66
American Furnace Co.	59	Lupton's Sons Co., David	—
American Wood Register Co.	—		
Armco Distributors Assn. of America	64	M	
Arex Co.	106	Magirl Foundry & Furnace Co.	49
Auer Register Co.	60	Maplewood Machinery Co.	101
		Marshall Furnace Co.	50
B		Marshalltown Mfg. Co.	93
B. & F. Mfg. Co.	60	May-Felbeger Co.	57
Barnes Metal Prod. Co.	—	McIlvaine Burner Corp.	60
Beh & Co.	—	Meyer & Bros., F.	63
Bertsch & Co.	101	Meyer Furnace Co.	70
Berger Bros. Co.	103	Midland Furnace Co.	43
Brillion Furnace Co.	62	Miller & Doig, Inc.	96
Burgess Soldering Furnace Co.	—	Milwaukee Corr. Co., Back Cover	—
		Mt. Vernon Furn. & Mfg. Co.	56
C		N	
Canton Furnace & Mfg. Co.	—	National Regulator Co.	—
Central Alloy Steel Works.	—	National Super Service Co.	61
Chicago Furnace Supply Co.	61	New Jersey Zinc Sales Co.	—
Chicago Metal Mfg. Co.	—	The	—
Cleveland Castings Pattern Co.	60	Northern Oil Burner Co.	—
Colburn Heater Co.	—	Nortman-Duffke Co.	—
Connors Paint Co., Wm.	—		
Copper & Brass Research Association	—	O	
		Osborn Co., The J. M. & L. A.	91
D		Oxweld Acetylene Co.	—
Dieckmann Co., Ferdinand	97	P	
Diener Mfg. Co., Geo. W.	101	Parker, Kalon Corp.	107
Dreis & Krump Mfg. Co.	101	Peck, H. E.	106
		Peck Stow & Wilcox	95
E		Preferred Oil Burners, Inc.	—
Eller Mfg. Co.	—	Premier Warm Air Heater Co.	42
Emrich, C., Co.	60	Q	
F		Quincy Pattern Co.	60
Fanner Mfg. Co.	—	R	
Farris Furnace Co.	62	Richardson & Boynton Co.	—
Floral City Heater Co.	—	Robinson Co., A. H., Front Cover	—
Folsom Metal Products Co.	96	Rock Island Register Co.	66
Forest City - Walworth Run Fdy. Co.	44	Rybolt Heater Co.	—
Fort Shelby Hotel	—	Ryerson & Sons, Inc., Jos. T.	69
Fox Furnace Co.	—	S	
G		Sall Mountain Co.	53
Gerock Bros. Mfg. Co.	96	Sheer Co., H. M.	106
Goethal Co., Alfred C.	93	Sheet Metal Trade Extension Committee	—
Gottschalk Heating Co.	—	Standard Fdry. Furn. Co.	—
Gray Brothers Co.	53	Standard Ventilator Co.	96
H		St. Louis Tech. Inst.	106
Hall-Neal Furnace Co.	—	Success Heater Mfg. Co.	—
Harrington & Kling Perf. Co.	93	T	
Hart & Cooley Co.	52	Taylor Co., N. & G.	97
Henry Furnace & Foundry Co.	57	Technical Products Co.	—
Hess-Snyder Company, The	—	The Thatcher Co.	—
Wm. Highton & Sons Div.	60	Tuttle & Bailey Mfg. Co.	55
Homer Furnace Co.	—	XXth Century Htg. & Mfg. Co.	51
Horan Stay Hanger Co.	—	V	
Hotel Sinton	—	Vedder Pattern Works	60
Howes Co., S. M.	—	Viking Shear Co.	101
Hyro Mfg. Co.	99	W	
I		Waterloo Register Co.	58
Inland Steel Co.	65	Warm Air Furnace Fan Co.	—
Interstate Machinery Co.	105	Waterman-Waterbury Co.	—
K		Western Steel Products Co.	45
Kernchen Co.	—	Williamson Heater Co.	—
Kester Solder Co.	—	Wise Furnace Co.	56
Kirk-Latty Co.	60		

Markets--Continued from Page 98

PASTE		RIDGE ROLL	
Asbestos Dry Paste:		Galv., Plain Ridge Roll,	
200-lb. barrel	\$14 00	b'dld	75-15-4%
100-lb. barrel	7 50	Galv., Plain Ridge Roll	
50-lb. pall	4 35	crated	75-15'
10-lb. bag	1 00		
5-lb. bag	55		
3 1/2-lb. cartons	25		
POKERS, FURNACE		SCREWS	
Each		Sheet Metal	
	\$0 75	7, 1/2x1/4, per gross	\$0 53
		No. 10, 1/2x1/16, per gross	63
		No. 14, 1/2x1/4, per gross	33
POKERS, STOVE		SHEARS, TINNERS' & MACHINISTS'	
Nickel Plated, coll handles, per doz.		Viking	
W'r't Steel, str't or bent, per doz.	\$0 75	Lennox Threadless	
		No. 13	33%
		Shear blades	10%
		(f. a. b. Marshalltown, Iowa)	
PIPE		SHIELDS, ADJUSTABLE RADIATOR	
Conductor		No. 1 "Gem" 11" to 17"	
Cor. Rd., Plain Rd., or Sq.		No. 2 "Gem" 14" to 24"	
Galvanized		No. 3 "Gem" 35" to 65"	
Crated and nested (all gauges)	75-7 1/2%		
Crated and not nested (all gauges)	75-2 1/2%	SHOES	
Furnace Pipe		Galv. 28 Gauge, Plain or corrugated round flat crimp	
Double Wall Pipe and Fittings	50 & 10%	26 gauge round flat crimp	45%
Single Wall Pipe, Round	50 & 10%	24 gauge round flat crimp	15%
Galvanized and Tin Fittings	50 & 10%	SNIPS, TINNERS	
Lead		Clover Leaf	
Per 100 lbs.	\$12 50	National	40 & 10%
Stove Pipe		Star	50%
"Milcor" "Titelock" Uniform Blue Stove		Milcor	Net
28 gauge, 5 inch U. C. nested	11 00	SQUARES	
28 gauge, 6 inch U. C. nested	12 00	Steel and Iron	
28 gauge, 7 inch U. C. nested	14 00	(Add for bluing \$3 per doz. net)	
30 gauge, 5 inch U. C. nested	10 25	Mitre	Net
30 gauge, 6 inch U. C. nested	11 00	Try	Net
30 gauge, 7 inch U. C. nested	13 00	Try and Bevel	Net
T-Joint Made up		Try and Mitre	Net
6-inch, 22 ga...per doz.	\$ 3 40	Fox's	per doz. \$6 00
All Zinc		Winterbottom's	10%
No. 11, all styles	60%	STOPPERS, FLUE	
		Common	
		Gem, No. 1	
		Gem, flat, No. 3	
PULLEYS		VENTILATORS	
Furnace Tackle...per doz.		Standard	
	\$0 85		
	per gro. 8 50		
Furnace Screw (enameled)		WIRE	
	75	Black annealed wire, No. 9,	
		per 100 lbs.	
		Galvanized barb wire, per 100 lbs.	
		Cattle Wire—galvanized catch weight spool, per 100 lbs.	
		Galvanized Plain Wire, No. 9, per 100 lbs.	
PUTTY			
Commercial Putty, 100-lb. Kils			
	\$3 50		
QUADRANTS			
Malleable Iron Damper			
	10%		
REDUCERS—Oval Stove Pipe			
Per Doz.			
7-6, 28-gauge, 1 doz. in carton	\$2 00		
REGISTERS AND BORDERS			
Baseboard, Floor and Wall			
Cast Iron	20%		
Steel and Semi-Steel	33 1/2%		
Baseboard, 1 piece	33 1/2-20%		
Baseboard, 2 piece	33 1/2%		
Wall	33 1/2%		
Adjustable Ceiling Ventilators	33 1/2%		
Register Faces—Cast and Steel			
Japanned, Bronzed and Plated, 4x6 to 14x14			
	33 1/2%		
Large Register Faces—Cast, 14x14 to 38x42	50%		
Large Register Faces—Steel, 14x14 to 38x42	60%		
Ventilating Register			
Per gross			
Small, per pair	9 00		
Large, per pair	50		

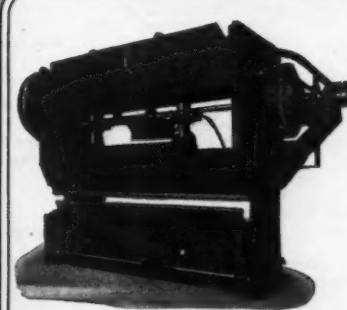
CHICAGO STEEL BENDING BRAKES AND FORMING PRESSES

The perfected result of over 30 years experience in the manufacture of sheet metal bending machines. Over 25,000 machines in use.



POWER BRAKE

Hand Brakes
Cornice Brakes
Power Brakes
Box and Pan Brakes
Forming Presses
Special Brakes and Presses



FORMING PRESS

The most complete and up-to-date line of sheet and plate bending and forming machines in the world. Lengths, 3 to 16 feet, with capacity to bend from the lightest metals up to $\frac{3}{4}$ in. plate, cold.

DREIS & KRUMP MANUFACTURING CO.

7404 Loomis Street • Chicago

REBUILT BRAKES

AND

TINNERS TOOLS

WRITE FOR PRICE LIST 17

MAPLEWOOD MACHINERY CO.

2638 FULLERTON AVE. CHICAGO



Torrid

Just as Good as a
"Torrid"

may be used as a reason for not supplying a genuine "Torrid" but it proves genuine "Torrid's" superiority.

GEO. W. DIENER MFG. CO., CHICAGO

Makers of fine Blow Torches and Fire Pots.

RELIABLE

AMERICAN ARTISAN advertisers are *reliable*. Whether or not you are *now* in the market they are always glad to give you information regarding their products or services. Make sure of dealing with *reliable* concerns by doing business with AMERICAN ARTISAN advertisers. Look through the advertising pages—also refer to the BUYERS DIRECTORY.



TREADLE SHEAR

This TREADLE GAP SHEAR is made in all standard sizes for No. 14 and lighter gauge sheets. With it, sheets can be squared, trimmed or slit.

We make a complete line of shears, punches and bending rolls, all sizes for hand or belt drive. Write for Catalog "S."

BERTSCH & COMPANY Cambridge City, Ind.



Send for catalog today

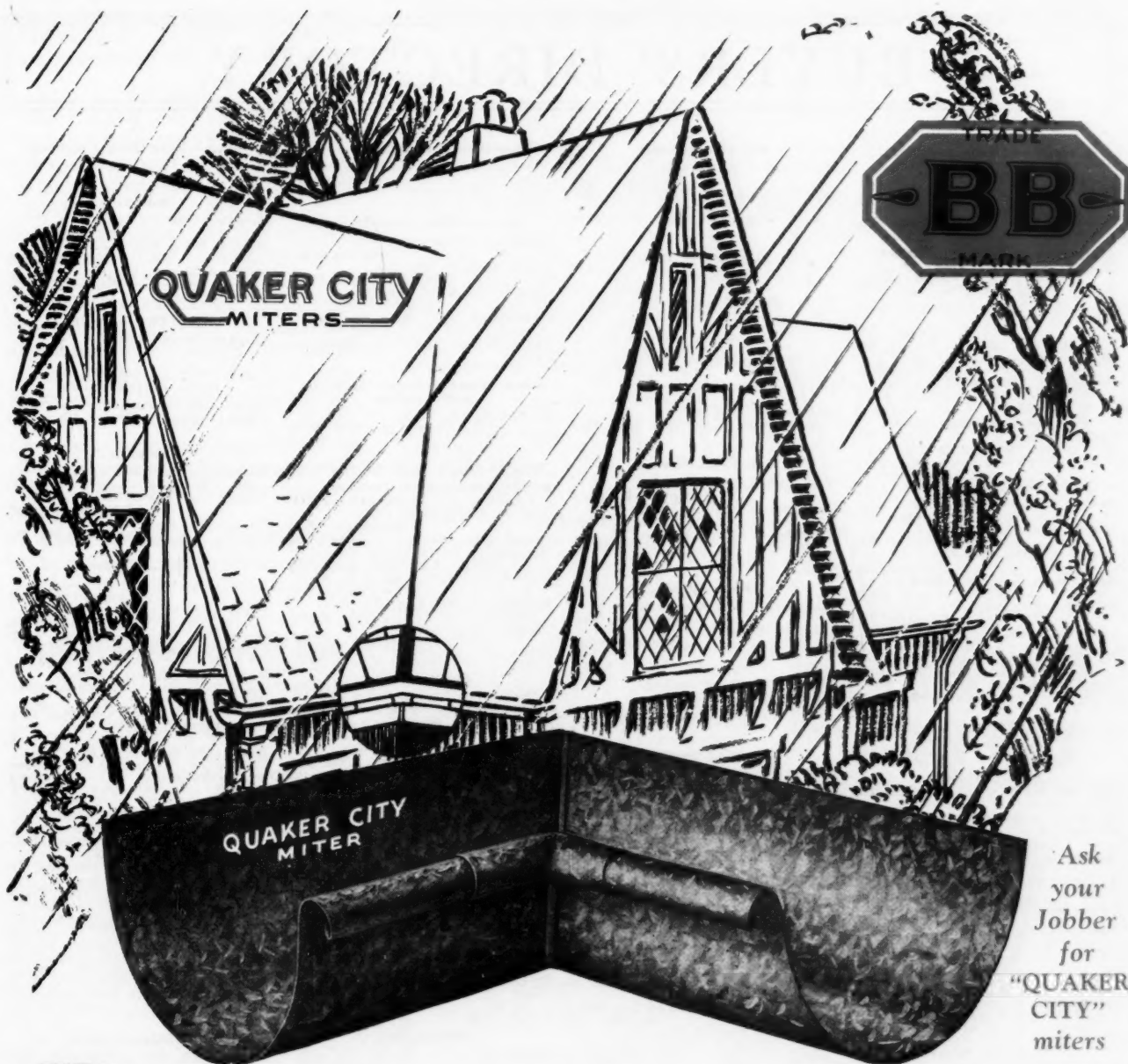
VIKING SHEAR

Compound LEVER Handle—Removable Blades

A child can work them

VIKING SHEAR CO., Erie, Pa.

Say you saw it in **AMERICAN ARTISAN**—Thank you!



Ask
your
Jobber
for
"QUAKER
CITY"
miters

Rain- NO other Eaves Trough miter is designed and constructed like this—it's an exclusive superior fabrication that enables it to stand up and give service regardless of the severity of the elements. The Quaker

ONLY the best materials are used in Quaker City Miter-Galvanized Steel, Armco Iron, Toncan Metal or Copper. They come neatly packed in cartons containing two dozen and they can be obtained from any Jobber. Make a better profit on your gutter work by giving your customers a miter that will give them superior service. Specify "Quaker City" in your next order for miters—it will pay you and they are economical. If your Jobber is out of them we will ship any quantity from our stock on receipt of order and your Jobber's name.

Snow-

City Double Seamed Reinforced Corner Miter has an unusually wide seam and a reinforced corner which allows for expansion and contraction. It's the strongest miter you can buy.

Sleet!

Made by the makers of the famous "Quaker City" line of End Pieces Outlets, and Caps

BERGER BROS. CO.

229 to 237 Arch Street-

PHILADELPHIA, PA.

When writing mention AMERICAN ARTISAN—Thank you!

BUYERS' DIRECTORY

(Continued from page 102)

Perforated Metals.

Harrington & King Perforating Co., Chicago, Ill.
Northmann-Duffke Co., Milwaukee, Wis.

Pipe and Fittings—Furnace.

Chicago Furnace Supply Co., Chicago, Ill.
Henry Furnace & Fdy. Co., Cleveland, Ohio
Lamneck Co., W. E., Columbus, Ohio
Meyer & Bro. Co., F. Peoria, Ill.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Osborn Co., The J. M. & L. A., Cleveland, Ohio

Pipe and Fittings—Stove.

Meyer & Bro. Co., F. Peoria, Ill.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City

Pipe—Conductor.

Barnes Metal Products Co., Chicago, Ill.
Berger Bros. Co., Philadelphia, Pa.
Chicago Metal Mfg. Co., Chicago, Ill.
Dieckmann Co., Ferdinand, Ind.
Friedley-Voshardt Co., Chicago, Ill.
Lupton's Sons Co., David, Philadelphia, Pa.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
New Jersey Zinc Sales Co., The New York, N. Y.

Presses.

La Salle Machine Works, Chicago, Ill.

Pipe Covering.

Sall Mountain Co., Chicago, Ill.

Punches.

Bertsch & Co., Cambridge City, Ind.
Interstate Machinery Co., Chicago, Ill.
La Salle Machine Works, Chicago, Ill.
Peck, Stow & Wilcox Co., Southington, Conn.
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.

Punches—Combination Bench and Hand.

Hyro Mfg. Co., New York, N. Y.
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.

Punches—Hand.

Hyro Mfg. Co., New York, N. Y.
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.

Putty—Stove.

Connors Paint Mfg. Co., Wm., Troy, N. Y.

Radiator Cabinets.

The Hart & Cooley Mfg. Co., New Britain, Conn.
Tuttle & Bailey Mfg. Co., Chicago, Ill.

Radiators—Shields.

Beh & Co., Inc., New York, N. Y.
Hall-Neal Furnace Co., Indianapolis, Ind.

Register Shields.

Beh & Co., Inc., New York, N. Y.
Hall-Neal Furnace Co., Indianapolis, Ind.

Registers—Warm Air.

Auer Register Co., Cleveland, Ohio
Forest City-Walworth Run Foundries Co., Cleveland, Ohio
Hart & Cooley Co., New Britain, Conn.
Henry Furnace & Fdy. Co., Cleveland, Ohio
Independent Register & Mfg. Co., Cleveland, Ohio
Lamneck & Co., W. E., Columbus, Ohio
Meyer & Bro. Co., F. Peoria, Ill.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Rock Island Register Co., Rock Island, Ill.
Tuttle & Bailey Mfg. Co., Chicago, Ill.
Waterloo Register Co., Waterloo, Iowa

Registers—Wood.

American Wood Register Co., Plymouth, Ind.
Auer Register Co., Cleveland, Ohio
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City

Regulators—Heat.

National Regulator Co., Chicago, Ill.
H. M. Sheer Co., Chicago, Ill.

Ridging.

Armo Distributors Ass'n of America, Middletown, Ohio
Lupton's Sons Co., David, Philadelphia, Pa.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City

Rivets—Stove.

The Kirk-Latty Co., Cleveland, Ohio
Lamson & Sessions Co., Cleveland, Ohio
Ryerson & Son, Inc., Jos. T., Ch'go., N. Y., St. L., Det., Cleve.

Rods—Stove.

The Kirk-Latty Co., Cleveland, Ohio
Lamson & Sessions Co., Cleveland, Ohio

Rolls—Forming.

Bertsch & Co., Cambridge City, Ind.

Roofing Cement.

Connors Paint Mfg. Co., Wm., Troy, N. Y.

Roofing Tile—Clay and Shale.

B. Miffin Hood Co., Daisy, Tenn.

Roof—Flashing.

Milwaukee Corrugating Co., Milwaukee, Wis.

Roofing—Iron and Steel.

Armo Distributors Ass'n of America, Middletown, Ohio
Central Alloy Steel Corp., Massillon, Ohio
Inland Steel Co., Chicago, Ill.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Osborn Co., The J. M. & L. A., Cleveland, Ohio
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.

Roofing—Tin.

Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Taylor Co., N. & G., Philadelphia, Pa.

Roofing—Zinc.

New Jersey Zinc Sales Co., The, New York, N. Y.

Rubbish Burners.

Hart & Cooley Co., New Britain, Conn.

Schools—Sheet Metal Pattern Drafting.

St. Louis Technical Institute, St. Louis, Mo.

Schools—Warm Air Heating.

St. Louis Technical Institute, St. Louis, Mo.

Screws—Hardened Metallic Drive.

Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Parker-Kalon Corp., 200 Varick St., New York

Screws—Hardened Self-Tapping, Sheet Metal.

Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Parker-Kalon Corp., 200 Varick St., New York

Screens—Perforated Metal.

Harrington & King Perforating Co., Chicago, Ill.

Shears—Hand and Power.

Interstate Machinery Co., Chicago, Ill.
Marshalltown Mfg. Co., Marshalltown, Iowa
Peck, Stow & Wilcox Co., Southington, Conn.
Ryerson & Son, Inc., Jos. T., Ch'go., N. Y., St. L., Det., Cleve.
Viking Shear Co., Erie, Pa.

Sheet Metal Screws—Hardened, Self-Tapping.

Parker-Kalon Corp., 200 Varick St., New York

Sheets—Black and Galvanized.

Armo Distributors Ass'n of America, Middletown, Ohio
Central Alloy Steel Corp., Massillon, Ohio
Inland Steel Co., Chicago, Ill.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Osborn Co., The J. M. & L. A., Cleveland, Ohio
Ryerson & Son, Inc., Jos. T., Ch'go., N. Y., St. L., Det., Cleve.
Taylor Co., N. & G., Philadelphia, Pa.

Sheets—Iron.

Armo Distributors Ass'n of America, Middletown, Ohio
Central Alloy Steel Corp., Massillon, Ohio
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.

Sheets—Tin.

Taylor Co., N. & G., Philadelphia, Pa.

Sheets—Zinc.

New Jersey Zinc Sales Co., The, New York, N. Y.

Shingles and Tiles—Metal.

Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City

Sifters—Ash.

Diener Mfg. Co., G. W., Chicago, Ill.

Sky Lights.

Lupton's Sons Co., David, Philadelphia, Pa.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City

Smoke Pipe—Cast Iron.

Waterloo Register Co., Waterloo, Iowa

Snips

Peck, Stow & Wilcox Co., Southington, Conn.
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.

Solder.

Kester Solder Co., Chicago, Ill.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City

Soldering Furnaces.

Burgess Soldering Furnace Co., Columbus, Ohio
Diener Mfg. Co., G. W., Chicago, Ill.
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.
Soldering Supplies, Kester Solder Co., Chicago, Ill.

Specialties—Hardware.

Diener Mfg. Co., G. W., Chicago, Ill.

Stars—Hard Iron Cleaning.

Fanner Mfg. Co., Cleveland, Ohio

Statuary.

Friedley-Voshardt Co., Chicago, Ill.
Gerock Bros. Mfg. Co., St. Louis, Mo.
Miller & Doing, Inc., Brooklyn, N. Y.

Steel Pipe—Welded.

Chicago Metal Mfg. Co., Chicago, Ill.

Stove Pipe Reducers.

Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City

Tinplate.

Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Osborn Co., The J. M. & L. A., Cleveland, Ohio
Taylor Co., N. & G., Philadelphia, Pa.

Tools—Tinsmith's.

Bertsch & Co., Cambridge City, Ind.
Dries & Krump Mfg. Co., Chicago, Ill.
Hyro Mfg. Co., New York, N. Y.
Interstate Machinery Co., Chicago, Ill.
Maplewood Machinery Co., Chicago, Ill.
Osborn Co., The J. M. & L. A., Cleveland, Ohio
Peck, Stow & Wilcox Co., Southington, Conn.
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.
Viking Shear Co., Erie, Pa.

Torches.

Burgess Soldering Furnace Co., Columbus, Ohio
Diener Mfg. Co., G. W., Chicago, Ill.
Ryerson & Son, Inc., Jos. T., Chgo., N. Y., St. L., Det., Cleve.

Trade Extension.

American Zinc Institute, New York, N. Y.
Copper & Brass Research Association, New York, N. Y.
Sheet Steel Trade Extension Committee, Pittsburgh, Pa.

Trimnings—Stove.

Fanner Mfg. Co., Cleveland, Ohio

Vacuum Cleaner—Furnace.

Brillion Furnace Co., Brillion, Wis.
Gottschalk Heating Co., Covington, Ky.
National Super Service Co., Toledo, Ohio

Ventilators.

Aeolus Dickinson Co., Chicago, Ill.
Akrot Ventilators, Inc., Chicago, Ill.
Arex Company, Chicago, Ill.
Berger Bros. Co., Philadelphia, Pa.
Folson Metal Products Co., Chicago, Ill.
Friedley-Voshardt Co., Chicago, Ill.
Kernchen Co., Chicago, Ill.
Lupton's Sons Co., David, Philadelphia, Pa.
Milwaukee Corrugating Co., Mil., Ch'go, La Crosse, Kan. City
Standard Ventilator Co., Lewisburg, Pa.

Ventilators—Ceiling.

Hart & Cooley Co., New Britain, Conn.
Henry Furnace & Fdy. Co., Cleveland, Ohio

Windows—Steel.

Lupton's Sons Co., David, Philadelphia, Pa.

Zinc.

American Zinc Institute, New York, N. Y.
New Jersey Zinc Co., The, New York, N. Y.

Mention AMERICAN ARTISAN in your reply—Thank you!

WANTS AND SALES

Yearly subscribers to the **AMERICAN ARTISAN** may insert advertisements of not more than fifty words in our Want and Sales Columns **WITHOUT CHARGE**.

Such advertisements, however, must be limited to help or situation wanted, tools or equipment for sale, to exchange or to buy, business for sale or location desired and must reach our office by Thursday of the week of publication. This privilege is not extended to manufacturers or jobbers—or those making a business of buying and selling used machines—employment agencies and brokers.

When sending advertisement state whether your name or blind number is to be used.

BUSINESS CHANCES

Lightning Rods—Dealers who are selling Lightning Protection will make money by writing to us for our latest **Factory to Dealer Prices**. We employ no salesmen and save you all overhead charges. Our Pure Copper Cable and Fixtures are endorsed by the National Board of Fire Underwriters and hundreds of dealers. Write today for samples and prices. **L. K. Diddle Company, Marshfield, Wis.**

For Sale—Sheet metal, furnace and roofing business located on west side of Chicago. Great chance for mechanic who wants to get ahead. Fully equipped, ideal location and doing nice business. Wish to retire on account of age and health. Address **O-501, AMERICAN ARTISAN, 139 N. Clark Street, Chicago, Ill.**

\$350.00 cash and \$15.00 a month will buy an \$1,800 sheet metal business, including building and lot, in town of 2,000. Fully equipped to do all kinds of tin work and roofing. Address **A-501, AMERICAN ARTISAN, 139 N. Clark St., Chicago, Ill.**

Wanted—Location for a first class sheet metal, furnace and plumbing shop. Prefer a town of 3,000 or less—in Iowa or Wisconsin. Address **F-501, AMERICAN ARTISAN, 139 North Clark Street, Chicago, Illinois.**

For Sale—One Delco Lighting Plant. First \$100.00 check, f. o. b. Whitewater, takes it. Address **Edward Lloyd, Route No. 2, Whitewater, Wis.**

SITUATION WANTED

Position wanted by sheet metal worker and furnace installer. Not afraid of work and A-1 man. 30 years' experience in both lines. Want position in small town and can come at once. Can make all furnace fittings and figure jobs. Address **T-501, AMERICAN ARTISAN, 139 N. Clark St., Chicago, Ill.**

Middle-aged sheet metal worker and furnace installer wants steady situation with reliable Hardware concern in Minnesota or Iowa county seat town. Will work on percentage or profit-sharing basis if desired. Address **S-500, AMERICAN ARTISAN, 139 N. Clark St., Chicago, Ill.**

SITUATION WANTED

Furnace Fitting Superintendent—Thoroughly reliable, knows furnace fittings, efficiency in manufacturing, the keen competition. Can reduce your cost. Capable of building tools to short cut operations. I am looking for a live firm that can use a master in the game. Full information on request and can show results. Salary to depend on that. Address **D-501, AMERICAN ARTISAN, 139 North Clark Street, Chicago, Illinois.**

Position wanted in sheet metal shop by young man just finishing Industrial Educational course at University of Wisconsin. Retail shop preferred. Several summers' experience in tin shop and outside work and in hardware sales. Starting wages no object, provided advancement will be made according to merits of work. Address **Chas. E. Pence, 28 East Gilman St., Madison, Wis. R-500**

Attention, Heating and Ventilating Contractors—If you are looking for a man to take charge of your ventilating work, answer this ad. I am in a position to start at any time and any place. Do estimating, superintending and installing. Can furnish best of reference. Address **W-500, AMERICAN ARTISAN, 139 N. Clark St., Chicago, Ill.**

Young Man—25 years of age with 6 years of experience in furnace installation and some sales, seeks position. Fitted to superintend installations, good at plan and layout. I can give plenty of good reference and furnish bond. Address **E-501, AMERICAN ARTISAN, 139 North Clark Street, Chicago, Illinois.**

Situation Wanted—By good tinner, hardware clerk, furnace installer, (Code System), hardware store and shop combined. Long experience and reasonable salary or percentage basis. Address **H. J. Ester, 725 West Main Street, Washington, Missouri. C-501**

SITUATION WANTED

Situation wanted by first-class sheet metal worker and furnace man. Can cut all patterns, lay out work and handle men. 28 years' experience, married and sober. State full particulars in first letter. Address **Tinner, 502 Oakwood St., Owosso, Mich. T-500**

Position wanted by 1st class all around sheet metal worker, plumber and furnace installer. 25 years at the trade. Can figure and estimate from plans. Want a year around job. Address **S-501, AMERICAN ARTISAN, 139 N. Clark St., Chicago, Ill.**

HELP WANTED

Retail Hardware dealer wants to make connection with a real, live, young, competent, modern, selling, window display, show card and interior arranging young man at once. State wages and give reference in first letter. Address **R. B. Fitzgerald Hardware Company, Madison, S. D. X-500**

Wanted at Once—All around man to do class of work that comes in country tin shop. Must be able to do plumbing and drive a car. One sober and on the job. Wages \$30.00 week the year round. Address **O. L. Doward, Mt. Morris, Ill. P-501**

Wanted—In southern Minnesota, town of about 3,500. A young man who can do plumbing and steam fitting. Address **R-501, AMERICAN ARTISAN, 139 N. Clark Street, Chicago, Ill.**

Wanted—Plumber; one who can do some galvanized iron work preferred. State wages. Wire at my expense. Address **S. W. Lacey, Mackinac Island, Mich. Y-500**

TINNERS' TOOLS

Wanted to Buy—10 ft. Chicago or Robinson brake. Must be in A-1 condition. Give your best price for cash in first letter. Address **Balding's Sheet Metal Works, 551 South Elm Avenue, Kankakee, Illinois. G-501**

For Sale—One Pexto squaring shears \$40.00, one Pexto large beading machine with standard capacity 20 gauge, \$25.00. One Pexto grooving machine, \$25.00. All in first-class condition. F. o. b. Red Wing, Minn. Address **Wm. A. Mayer, 513 Valley St., Minot, N. D. M-501**

For sale—2" Williams Pipe Cutting Machine with motor drive for plumber's work. Has not been used over fifteen days, is in excellent condition and will be sold very reasonable. Address **Lock Box 552, Kane, Pa. Z-500**

For Sale—An 8 foot power Peerless square shear in first class condition. First check for \$240.00 takes it. Address **L. T. Peterson, Denison, Iowa. L-501**

Wanted—Corrugated curving rolls, handle, 18 gage metal, in good condition and cheap. Address **Sam H. Kerr, Lufkin, Texas. M-500**

**The
name and
address label
on your
copy
of
AMERICAN ARTISAN
tells you
the date to which
your subscription
is paid.**

**In order not to
miss any issues
your renewal
should be
paid in advance**

PRICED For Immediate Sale

POWER SQ. SHEAR BARGAINS

42" 14 Ga. Bertsch BD.....	\$150.00
12' 18 Ga. Kutschied DMD...	700.00
8' 14 Ga. Niagara BD.....	750.00
36" 16 Ga. Nla., 15" Gap.....	300.00
48" 14 Ga. Excelsior, 15" Gap.	350.00
30" 20 Ga. Nla.....	125.00
36" 14 Ga. Nla.	250.00

Send Us Your Inquiries.

Interstate Machinery Company
601 W. Monroe St. Chicago, Ill.

Sheer
Comfort=

Automatic Electric
HEAT CONTROL

Consumer's Price
\$48.00 installed

H. M. SHEER COMPANY
Dept. AA QUINCY, ILLINOIS



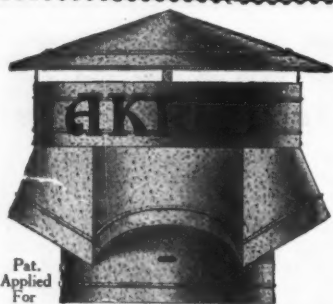
Are You looking
for more sales?

WARM Air Furnace
and Furnace Sup-
ply Manufacturers who
are desirous of securing
high grade sales man-
agers and worth while
traveling men will find
that a Special Notice
advertisement in these
columns will produce
results.

AMERICAN ARTISAN

has put many a good
man in touch with pro-
gressive manufacturers.

This is the best per-
sonnel market page in
the field—use it.



Pat.
Applied
For

**TEST ITS PULLING POWER
AND NOTICE ITS EFFICIENCY—**

A quality product, simple in
design and accurate in detail.

Write for Information and Prices.

AKRAT VENTILATORS, INC.
213 W. Schiller Street CHICAGO

SPECIAL NOTICES

The Rate for Special Notices
— displayed want ads —
\$3.00 per inch per insertion
When sending copy state whether
your name or blind number is to be
used—also how many insertions are
desired.

PATENTS
HUBERT E. PECK
Patent Attorney

Barrister Bldg., WASHINGTON, D. C.

SHEET METAL MANUFACTURER

Small town central Ohio, wants mid-
dle aged sheet metal operator, who can
read blue prints. Lay out work, keep
shop records and direct 50 or more
men. Address H501 AMERICAN
ARTISAN, 139 N. Clark St., Chicago,
Illinois.

ROAD POSITION WANTED BY STOVE MAN

An experienced, successful traveling man
now employed wishes to make connection
with stove manufacturer having a good
line of stoves and a competitive price line.
Complete details regarding my record fur-
nished to interested manufacturer. Address
W501, AMERICAN ARTISAN, 139 North
Clark St., Chicago, Ill.

BOOKS

Exhaust and Blow Piping, by Hayes—
Exhaust and Blow Piping has had an
unusually big demand. A fresh supply is
now off the press and is in our hands for
immediate delivery. It has an invaluable
treatise on the planning, cost, estimation
and installation of fan piping in all its
branches giving all necessary guidance
in fan work blower and separator con-
struction. 159 pages, 5x8, 51 figures.
Cloth. \$2.00. Order from Book Dept.
AMERICAN ARTISAN, 139 North Clark
Street, Chicago, Illinois.

BOOKS

The Standard Code Computing Rule,
which is adapted from Article III of the
5th Edition of the Standard Code, is
being used by warm air heating men all
over the country. Here is what the Com-
puting Rule will determine: (1) The warm
air pipe and register areas for first, sec-
ond and third floor rooms. (2) The areas
necessary for 70° inside temperature when
the outside temperatures are zero, 10, 20
and 30 degrees above or below zero. (3)
The areas from the contents, glass, wall,
roof and ceiling. The factors as covered
in Table "A" are represented in accurate
form. (4) The areas for rooms having
one, one and one-half and two air changes
per hour. (5) The unusual exposure re-
quirements as the 10% for east and west
and 15% for northeast, north and north-
west rooms. Rule is circular, measuring
5½ inches in diameter and ¼ inch thick,
being made of specially prepared cellu-
loid. Washable and unbreakable.

Price, \$3.00, postpaid, from Book Dept.,
AMERICAN ARTISAN, 139 N. Clark St.,
Chicago, Ill.



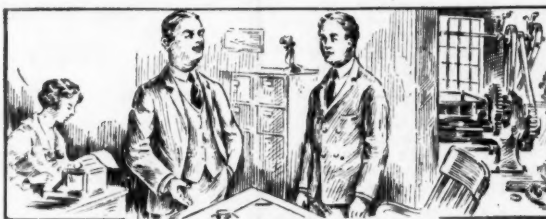
AREX
Original
Siphonage
Ventilator

The
Power
Fans
Only Rival!

200,000 Perfect
Installations!

Write for prices today

AREX COMPANY 333 N. Mich. Ave.
CHICAGO



"My son, on finishing High School—I want you to come into the business and study to develop the
newer fields. But first you take this Course with the St. Louis Tech. so you will qualify as a Trade
Engineer and as a Sales Engineer. That is what we need nowadays—we have enough gutter snipes,
and such kind."

HERE IS YOUR PERSONAL OPPORTUNITY!

Night School Students and High School Graduates will find our Courses of Study
admirably suited to advance them fastest. We progress you 4 times faster than
Class Instruction; 30 times faster than purely Shop Trained Men, and it Costs you
the least in the end.

Our Practical Trade Instruction Service also extends to the Mechanic, Apprentice,
Shop Owner, Foreman, Draftsman, Salesman, etc. We can show you how to get
out of the rut, and get the better things of life.

Our Coaching works, whether you believe it or not—it works just the same.
We Coach you in your own Home, Personal, Clear, Direct. Full information mailed
free on request. Check your choice subject.

- ☐ SHEET METAL DESIGN AND PATTERN DRAFTING
- ☐ SPECIAL WARM AIR FURNACE HEATING
- ☐ SHEET METAL CONTRACTING AND ESTIMATING
- ☐ FAN HEATING AND VENTILATING

THE ST. LOUIS TECHNICAL INSTITUTE O. W. KOTHE, Pres. 4543 Clayton Ave., St. Louis, Mo

Fasten thin sheet metal *without tapping*



...broken taps



or tapping plates



*Just punch a hole and turn
in this Self-tapping Screw*



HOLES cannot be successfully tapped into thin sheet metal unless a tapping plate or other auxiliary device is used to provide a sufficiently heavy cross section for tapping.

With Parker-Kalon Hardened Self-tapping Sheet Metal Screws secure fastenings can be made to the thinnest of sheet metal . . . easily and quickly. No slow, costly tapping necessary . . . no broken taps . . . no tapping plates. The time, labor and cost of making assemblies is reduced considerably.

Self-tapping Screws cut their own thread in the sheet metal.

Just turn them into a pierced or drilled hole with a screwdriver. Hundreds of applications prove that fastenings made this easy way stand up under vibration and severe service conditions.

Whether you assemble thin sheet metal or metal as heavy as 10 gauge (0.140") Self-tapping Screws provide an opportunity to save time and cut cost. Try them. Tell us what you want to fasten—we'll send suitable samples.

PARKER-KALON CORPORATION
190 Varick Street, New York, N. Y.

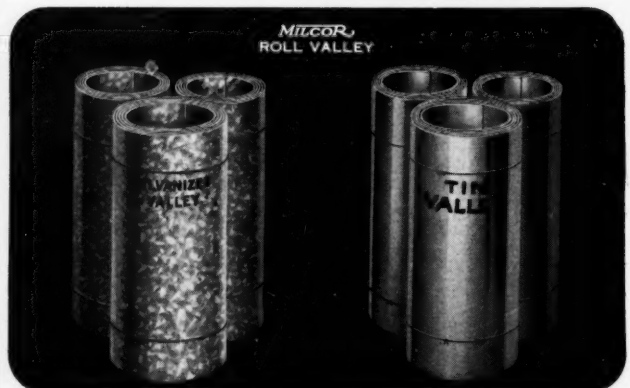
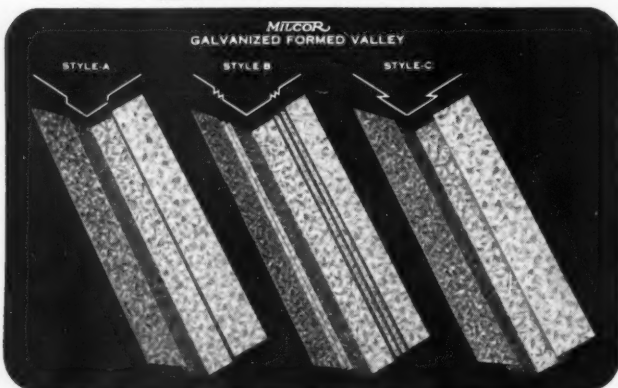
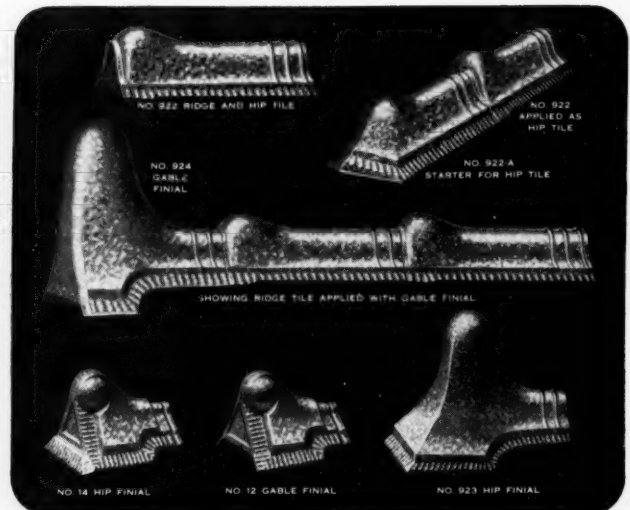
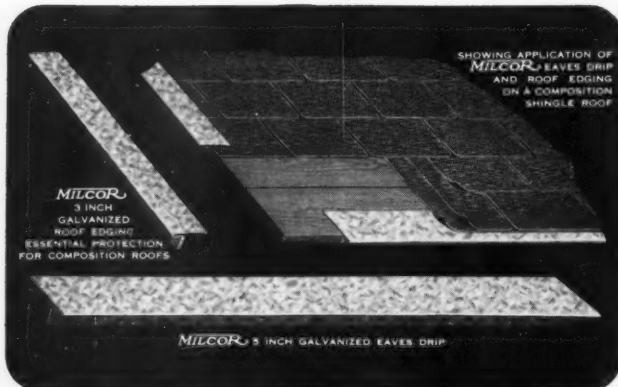
Distributed in Canada by
Aikenhead Hardware, Ltd., 19-21 Temperance St., Toronto

PARKER-KALON
HARDENED SELF-TAPPING
Sheet Metal Screws

PATENTED
APR. 1, 1919—No. 1299232 — MAR. 28, 1922—No. 1411184
AUG. 14, 1923—No. 1465148 — FEB. 10, 1925—No. 1526182
OTHERS PENDING

*There are no finer Roof trimmings
made than those by....*

MILCOR



NO matter what your need may be . . ridgings and finials . . formed or roll valley . . eaves drip or edging, *Milcor* can supply you. The service on *Milcor* products is fast and accurate . .

Standardize on *Milcor* products . . they are known . . and preferred. A copy of the *Milcor* Sheet Metal Handbook containing a complete list of sheet metal products and other valuable information will be sent upon request . . Address nearest branch or sales office.

MILWAUKEE CORRUGATING COMPANY, 1417 Burnham Street, MILWAUKEE, WIS.

Branches: Chicago, Ill., Kansas City, Mo., La Crosse, Wis. Sales Offices: Boston, Mass., Detroit, Mich., Atlanta, Ga., Little Rock, Ark., Minneapolis, Minn.

Eastern Plant: The Eller Manufacturing Co., Canton, Ohio

MILCOR PRODUCTS